

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

Serial ~~SEPTEMBER~~ **SEPTEMBER 1, 1959**

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Chinensis, Iowa

Iowa State College Introduction

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Sabina (Savin Juniper)

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Scopulorum (Colorado Silver Juniper)

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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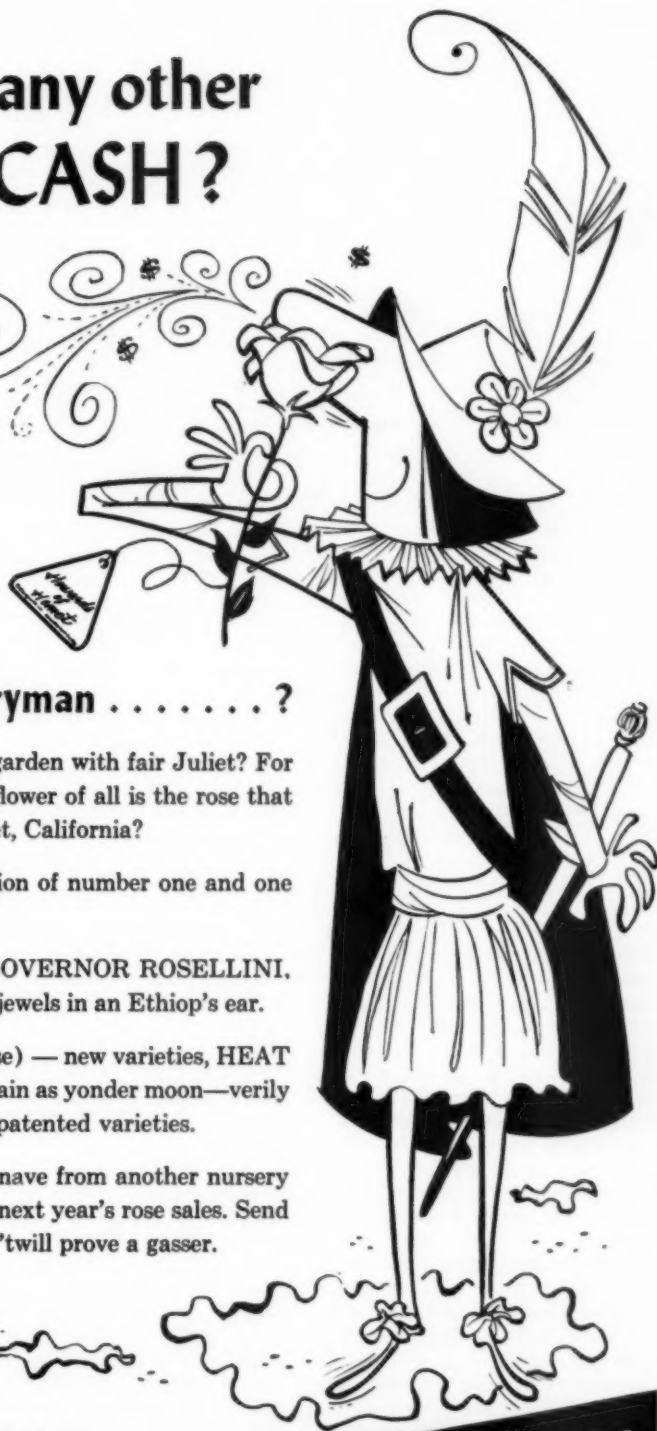
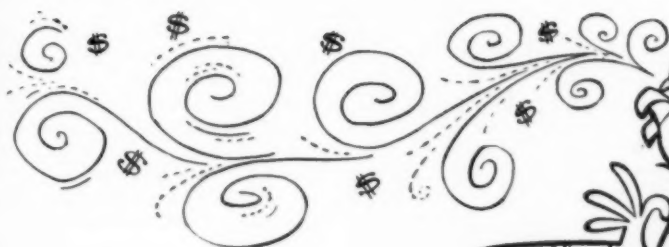
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Forms for the October 1 issue will close Friday, September 11.

Forms for the October 15 issue will close Friday, September 25. Mail copy to arrive at Chicago by these dates—no later.

Would a rose by any other name smell like CASH?



Wherefore art thou Nurseryman ?

Hast thou perchance been tripping in the garden with fair Juliet? For shame. Knowest thou not that the fairest flower of all is the rose that dost grow in the fields at Howards of Hemet, California?

Forsooth — if thou couldst see our collection of number one and one and a half grades — thou wouldst flip.

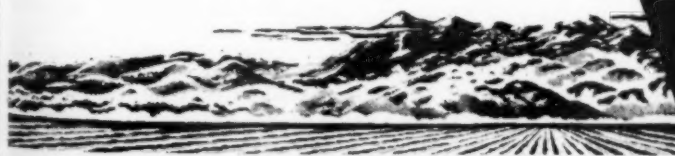
Our own originations, ANGEL WINGS, GOVERNOR ROSELLINI, TIFFANY, etc., will make thee rich as the jewels in an Ethiop's ear.

All America Winners (comely wenches, these) — new varieties, HEAT WAVE, LADY ELGIN, etc., difficult to obtain as yonder moon—verily we grow all the coveted patented and non-patented varieties.

Ods zooks. Tarry not — lest a scurrilous knave from another nursery shall beat thee to the punch in jousting for next year's rose sales. Send today for thy wholesale catalog. We thinks 'twill prove a gasser.

"Seasoned Rosebushes"

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AMERICAN NURSERYMAN

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Editorial

FOR ALL ORGANIZATIONS

Among the various groups that meet annually during the convention of the American Association of Nurserymen, one of the youngest has seemed to hold most promise for widespread benefit to the industry at large. Yet the Nursery Association Secretaries has been slow in fulfilling the extent of its recognized promise, not because of any abatement of continued enthusiasm on the part of the leaders or any lack of effort on the part of the officers, both of which have increased from year to year, but because of only partial attendance on the part of those for whom the organization was initiated.

Those likely to benefit most from participation in this group's work are the less well-established or more newly formed state or regional associations. The secretaries or other officers of these organizations cannot be expected to pay their own way, especially to a distant convention, and not often enough do the associations seek to defray the expenses of a representative in attendance. If some means could be devised to assure a more complete attendance of the association secretaries of the country, the work of all would be benefited.

In some states, pains are taken to assure the presence of the secretary or other officers at the annual meeting of the Nursery Association Secretaries. He may be elected a delegate to the board of governors, if eligible, and so have part of his expenses defrayed by the A. A. N. Or the association, in choosing a secretary, may seek one who is able to afford regular attendance at the A. A. N. conventions. These makeshifts, however, are sometimes difficult. Slowly it is being recognized by the state and regional associations themselves, as well as some local groups, that participation of

the secretary in the meeting and year-long activities of his fellows is worth, in dollars and cents to the association, the expenses of his attendance. In this prosperous era of the industry, it should be possible to provide funds for the further advancement of secretaries and the advancement of the benefit to be derived from their joint activity.

MANAGEMENT TRAINING

The low registration for the business management conferences planned for members of the A. A. N., resulting in the cancellation of one of the programs, must have been a disappointment to those who fostered the undertaking. It was doubly disappointing if it indicated indifference or apathy on the part of the A. A. N. members, and possibly of the industry at large, to better acquaintance with the prime phases of modern business management.

Perhaps the conferences were scheduled for inopportune times or not the right places, or perhaps there is some other explanation of the attitude of members toward the programs. Possibly nurserymen feel that they attend as many meetings as they are able to, and these conferences on business management might be made a segment of programs at regional conventions.

Some state associations include in their annual conventions or in short courses held in cooperation with state universities, lectures or discussions on phases of business management, availing themselves of the eminent speakers on these topics on the universities' faculties.

The sessions devoted to business management are usually well attended, although sometimes they seem to be exceeded in interest to the audience by topics pertaining solely to horticulture.

One constantly reads of the thorough training given to junior executives of corporations in other fields and even to dealers handling the wares of the big companies. In this day of intense competition, industrial and mercantile rivals feel that the more training in business management they can impart to those who make sales and direct their enterprises, the better they will fare in the race for top position.

What is true in other fields is becoming of more importance in the nursery industry. The better indi-

vidual nurserymen can plan, direct and develop their own enterprises, large or small, the better the industry will fare in winning an adequate share of the consumers' dollars.

CARRIAGE COSTS

The difference among the railroads in regard to the operation of the express agency have been resolved, as they usually are, at the public expense. The express agency will continue to operate, but at an advance in rates.

The rise in rates of practically all forms of transportation has stimulated the ingenuity of nurserymen to reduce carriage costs in other ways. The practice of pruning plants before shipment has gradually spread to additional types of stock found amenable, so that the recipients save on carriage cost as well as pruning.

Waterproof and airtight plastic wrapping has made possible omission of shingletow or other root packing, as well as the use of a lighter container. Lightweight wire-bound wooden cases or even paper-board cartons, take the place of old-style shipping boxes and crates of lumber. Retail parcels of plants go through the mail in far lighter packages than used to be the case.

Production of small plants out of pots has accelerated the use of more peat instead of heavy soil in composts, at a saving in weight. Propagators are developing other devices to make safer and cheaper the shipment of seedlings and cuttings.

The rise in freight, express and mail transportation costs has brought better service from other carriers. Air freight is expanding. Cross-country trucks are improving their service, speed and rates. Bus companies that provide a package service have greatly increased their business; one national bus company reports an increase of 30 per cent in income from this source the past year.

Between the ingenuity of nurserymen and the cooperation of carriers, service to customers has actually improved in the shipment of nursery stock in the effort to reduce carriage costs.

WILLIAM PROESTLER is starting Proestler's Potted Evergreens, a retail nursery operation, at Celoron, N. Y.

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Marketing Research, Mail-Order Topic

Consideration of a marketing research program was the main topic under consideration at the annual convention of the National Mail Order Nurserymen's Association held August 9 to 11 at the Hotel La Salle, Chicago, Ill. Approximately 85 persons registered for the event. After hearing several speeches by a specialist in the field, the membership decided that the new research committee would consult with this gentleman to determine the feasibility of instigating such a program and report back at the winter meeting of the association. Heard during the convention were many informative talks on subjects of interest to the mail-order nurserymen. Also many helpful ideas were forthcoming through an "Idea Trading Post," in which the members contributed their experiences with certain practices. Viewed with interest during the convention was the mail-order map showing the state breakdown of pieces mailed by mail-order nurserymen during the past year.

Election

At the annual election, Ken Tack, Jackson & Perkins Co., Newark, N. Y., was elevated to the presidency of N. M. O. N. A. Ted Korves, Plumfield Nurseries, Fremont, Neb., was chosen vice-president. Roger Krider, Krider Nurseries, Inc., Middlebury, Ind., remains as secretary-treasurer.

Regional vice-presidents of the association who were elected are as follows: Eastern region, Kenneth Bird, Bristol Nurseries, Inc., Bristol, Conn.; central region, Lloyd Weaver, Wayside Gardens, Mentor, O.; southern region, Clark Kidd, Arp Nursery Co., Tyler, Tex.; and western region, John Logan, Stark Bros. Nurseries, Louisiana, Mo.

Opening Session

President Robert Bauge, Judson Wholesale Nurseries, Bristol, Ind., called the opening session to order Monday morning, August 10, and stated that the association is concerned with a number of problems. First, it has had an extensive fight to delay postal increases. While this has proved effective, it is only a delaying action, he said, and indications are that there will be a 16 or 17 per cent increase next year. Also, the Supreme Court ruling earlier this year permitting states to tax the earnings derived from interstate commerce transactions could have far-reaching effects on the mail-order industry. However, how the



Newly elected officers of the National Mail Order Nurserymen's Association: Left to right, Ted Korves, vice-president; Robert Bauge, retiring president; Ken Tack, president, and Roger Krider, secretary-treasurer.

states will act on this decision is not clear at this time. The association, related President Bauge, needs more information on customers' buying habits and is considering a market development program.

Delivering the treasurer's report, Roger Krider stated that the association's financial picture is considerably improved from a year ago. As of July 31, the balance on hand was \$7,425.75.

Giving the membership report was its chairman, Earl Ferris, Jr., Earl Ferris Nursery, Hampton, Ia., who stated that since the first of the year six regular members and four associate members had been dropped, while two regular members and three associate members had been added. This brought the total membership to 99 regular members and 35 associate members.

Clark Kidd, Arp Nursery Co., Tyler, Tex., delivered the report of the F. T. C. advisory committee. He noted that the committee has been working closely with the trade practices and ethics committee of the American Association of Nurserymen. No rule changes are proposed, he stated, and he thought that it would be beneficial to continue the N. M. O. N. A. committee.

President Bauge then read a proposed change in the bylaws of the association, which was to be voted upon at the final business session. It would henceforth change the members of the nominating committee to the current president and the three immediate past presidents, with the member having the most number of years in point of service being chairman.

Opening speaker on the program

was Whitt Northmore Schultz, public relations, Illinois Bell Telephone Co., Chicago, Ill., who gave a talk entitled "Creative Thinking and Brainstorming." Mr. Schultz runs his own mail-order business and also teaches classes at Northwestern University, Evanston, Ill.

Comments on Mailing Pieces

He stated that nurserymen are not using their minds up to capacity. Fresh ideas, he affirmed, are the lifeblood of any organization. Mr. Schultz is currently on 10,000 mailing lists, with an average of five new lists being added per day. In looking over this raft of material, he has concluded that the direct-mail industry is sick and needs care. Millions of promotional pieces are being wasted. His comments on the mailing pieces received are as follows: There is far too much copying of material; the copy writing is foggy and fuzzy; the addressing is sloppy; the art work needs sharpening; list duplication is on the upswing; creative thinking has come to a halt; paper choices are poor; printing errors are noticeable, and customers' service has reached a new low.

A mail-order company has to practice the old saying that the customer is always right, believed Mr. Schultz. All orders should be acknowledged when they are received, and defective material should be replaced immediately. Refunds should be made cheerfully, shipping labels should be checked and the customer should be assumed honest unless proved otherwise.

Creative thinking has to be used in writing direct-mail copy. It should have warmth and readability, and

fresh words are needed to give pep and color. Too many mailing pieces use excessive wordage, he added.

Mr. Schultz stated that students in his classes are asked to write down 10 goals that they would like to achieve and also to list as many things as they can think of that they want to do someday. Then he advises them to act on the first one on each list immediately.

Mr. Schultz continued by outlining 10 techniques for thinking creatively. (1) Observe with application—look closely at an object and new things will be seen. (2) Learn to listen. (3) Take notes. (4) Understand first before judging. (5) Always anticipate achievement. (6) Pick a definite time and place to do your deep thinking. (7) Organize an approach to solve problems. (8) Watch your daily idea interruption quota. (9) Set high goals. (10) Use your spare time wisely.

Calling on several members, he showed the audience how brainstorming is used in many top organizations in the country. It is a technique to develop creative thinking, he said. Information or ideas on a problem are asked for, and then the panel and audience are asked to contribute ideas as fast as they present themselves. In a regular brainstorming session all of these ideas are recorded and then are sifted out.

Market Research

In order to acquaint the membership with what marketing research can do and what it cannot do and to explain some of the techniques that can be employed, Max E. Brunk,

professor of marketing, department of agricultural economics, Cornell University, Ithaca, N. Y., next delivered a talk entitled "Market Research—A Key to Increased Sales." He stated that marketing research is a gathering and analyzing of facts. It is necessary to predict customer reaction in this day and age when such large sums go into the manufacture of various products. There are many marketing decisions made each day, and these are uncertain decisions, to say the least, he said. Marketing research takes out some of this uncertainty and eliminates much of the risk.

Consumer surveys are not always accurate, as many people will say one thing and do something else. Many people are not aware of their reason for buying certain products. Also, people do not know how they will react to a product if they have never seen it before.

Methods Used

Dr. Brunk said there are several different methods used in marketing research. These are consumer surveys, motivational research, consumer panels, controlled experiments and test markets, sales record analysis and learning market potential. Information is obtained through the use of special marketing research departments in a firm itself, by means of private firms or through government and educational institutions.

The increased interest in marketing research has resulted in many specialist firms' springing up, he said. Many of these do not last long, as they fit the problem to their tech-

nique and not the technique to the problem.

Dr. Brunk gave examples of various marketing research projects that had been conducted at the university. The apple industry was having trouble with its sales, and, after numerous surveys were made, it was decided that the product could best be sold if it was packaged in polyethylene bags. The cherry growers, hearing of the work performed for the apple industry, came to him with their problem of a drop in sales of canned cherries. After analyzing past sales records, research workers found that a change had been made in the size of the can. A consumer survey revealed that the size of the can was not sufficient to hold enough cherries for a pie. By canning the cherries in a larger-size can the industry was able to sell more cherries.

Dr. Brunk continued by relating an experiment that was inaugurated to find out what color of egg carton would be most attractive to the consumer. It was found that but little preference was shown. It was discovered during the experiment, however, that shoppers like to inspect the eggs before buying. Holes were therefore placed in the top of the carton, with increased sales resulting.

Marketing research, he stated, is discovering what people want, offering it to them and, finally, testing their reaction in stores. He cautioned that it is not a panacea but stated that much can be accomplished if a certain goal is determined.

Luncheon Address

Addressing the group after lunch, DeLoss Walker, Chicago, pointed out legislative trends that have serious implications in their affect on the traditional character of American life and business. He urged all to have greater familiarity with the contents of the United States Constitution, in order that intelligent opinions might be formed on moves that could violate the rights and guarantees written into that document.

Mr. Walker emphasized the danger created for future generations by the excessive growth of the national debt, the extent to which government has entered business fields and the difficulty of having efficient operation in government departments that have become unwieldy in size.

Among the moves which he believed effective in restoring conditions were the maintenance of closer contacts with national legislators, so that the home voters' desires could

[Continued on page 52]



Featured speakers at the annual convention of the National Mail Order Nurserymen's Association inspecting a map showing a state breakdown of the number of mailing pieces mailed last year by reporting group members. At left is Dr. Max Brunk, marketing research specialist, with Raymond Brush, American Association of Nurserymen administrative assistant.

Dr. H. of horticulture, university, events welcome and guestery and preference, ment of riculture, Ea operation ciation cence wa M. S. U.

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Participants in a panel discussion on personnel relations at the recent Michigan nurserymen's conference: Left to right, Robert Miller, Lloyd Weaver, Harley Wedel and Robert Scovie.

Michigan Conference at East Lansing

Personnel Relations, Recent Research and Nematodes Discussed at Meeting

Dr. Harold Davidson, department of horticulture, Michigan State University, cochairman of the day's events with Robert D. Miller, R. D. Miller Nursery, Lansing, Mich., welcomed 174 Michigan nurserymen and guests to the 13th annual nursery and landscape management conference, sponsored by the department of horticulture, college of agriculture, Michigan State University, East Lansing, Mich., in cooperation with the Michigan Association of Nurserymen. The conference was held at Kellogg Center, M. S. U., August 4.

The day's program began with a discussion of "The Importance of Good Personnel Relations," by a panel composed of Robert Miller, moderator; Robert F. Scovie, Inland Orchards & Nurseries, Marshall, Mich.; Lloyd Weaver, sales manager, Wayside Gardens, Mentor, O., and Harley D. Wedel, Wedel's Nursery & Garden Center, Kalamazoo, Mich.

Without customers and employees, said Mr. Weaver, a business is nothing. He has always felt that the most important part of a business is the customer. The employee is the next most important part, although at peak business periods during the year, the employee sometimes becomes more important than the customer.

Although wages are important to an employee, the employee should be made to feel secure in his position. At any level, the employee should feel that his position in the commu-

nity and in his job is secure and that his job is important to the overall operation.

Meetings Have Value

Mr. Weaver added that meetings during which the employer can outline the goals of the business and each employee can express his particular job problems are important. The meetings should be informal and held as often as necessary. His experience is that on-the-job meetings are more effective than social gatherings.

Nurserymen should upgrade employee conditions to make the nursery industry as attractive as possible to new people entering the labor market, feels Mr. Weaver. This is especially important now, because the nation faces a period of decreased skilled labor supply due to the low birth rate during the depression years in the 1930's. We should observe what other industries are doing to meet their needs. Employee benefits, such as retirement programs, bonuses, profit sharing and insurance, should be investigated. Some of these things will work in one organization and not in another.

Mr. Wedel asked nurserymen to think about the hours they spend planning designs and the use of plant materials, then to ask themselves how much time they spend planning relations with people. More time should be given to trying to determine what makes people act the way they do.

A public relations program should be developed by nurserymen. This requires concentrated thought and effort and is something that is never really completed, put into effect and forgotten. Because it is the basis of contact with customers and employees, the program will require periodic adjustments.

Industry Upgrading

A serious problem in the industry, according to Mr. Wedel, is the difficulty a small operator has in finding employees good enough to help the business grow, face the prospect of a slack period layoff and be available again at peak periods. He feels that this is due to the image the public has of the nursery industry. The image is such that a nurseryman cannot charge what he should in order to realize enough profit to carry employees over the winter period. He plans to run newspaper advertisements next spring which will attempt to give an image of quality work and stock to the public.

The importance of getting out and meeting people cannot be over-emphasized, said Mr. Scovie, especially for the retail operator. In small towns, the service clubs are good agencies for meeting the leaders in the community. Humility and sincerity, he feels, are the most important virtues a successful businessman can possess in dealing with people. These characteristics can best be shown by a warm smile and

[Continued on page 108]

Michigan Conferees Visit Nurseries in Lake County, Ohio

View Practical Applications of
New Techniques in Production,
Cold Storage and Weed Control



Viewing the weed control program at the Dugan Nurseries, Perry, O., during the Michigan Association of Nurserymen's tour of Lake County, Ohio, nurseries, are, left to right, Charles Dugan, Dugan Nurseries, Inc., Perry, O.; Dr. Harold Davidson, Michigan State University, East Lansing, Mich., and Alan Cook, Green Ridge Nursery, Madison, O.

Good weather, fine food, friendly company and access to a storehouse of information and ideas were enjoyed by 37 Michigan nurserymen and their guests during the tour of nurseries in Lake county, Ohio, August 5 to 7. At Klyn's Garden Center, Mentor, O., the first stop on the tour, the group was conducted through the premises by James Campbell, store manager. The store, opened in the spring of 1957, carries a complete line of garden supplies, including power mowers, which it services. A pet supply department is being started.

Mr. Campbell feels that container-grown stock holds many advantages for the retailer. Because plants can be quickly arranged into groupings for the customer, additional sales can be made by the enterprising salesperson. Paul Bosley, Jr., led the tour through one of the Bosley Nursery rose fields at Mentor, O. He attributed the fine condition of the foliage to the nursery's spray program, which calls for weekly spraying with Phaltan, Manzate and Triton B-1956 spreader-sticker.

Also viewed with interest was the Lord & Burnham plastic greenhouse in use at the nursery. Mr. Bosley feels that the periodic replacement of 6-mil polyethylene film necessary is still more economical than the expensive cleaning and replacing of glass in a glass-covered greenhouse. Another advantage he has found in plastic greenhouses is that stock taken outdoors from them does not sunburn as does stock taken from glass greenhouses.

The first nursery visited on Thursday, August 6, was the Cole Nurs-

ery, Painesville, O. Visiting nurserymen were especially interested in the mist propagation system demonstrated by D. Barrett Cole, who conducted the visitors through the nursery.

The group was able to see the budding of roses as practiced at the Melvin E. Wyant Nursery, Mentor, O. Mr. Wyant led the visitors through the retail rose display area and also showed them the shipping media employed at his nursery. Poly-coated kraft paper is used to wrap the roses, which are shipped in cardboard boxes.

The Wyant cold-storage house is an aluminum building with Styrofoam insulation throughout. All the wooden bins within the building are treated with copper naphthathate wood preservative. The temperature is controlled by a Minneapolis-Honeywell thermostat that keeps the temperature at 33 degrees Fahrenheit with a 1/2-degree variance. Three 5-horsepower Curtis air-cooled compressors maintain the cold.

At the Champion Nurseries, Perry, O., Vic Lyons, propagator, explained the mist propagation used there.

Weed Control Program

Charles Dugan, Dugan Nurseries, Inc., Perry, O., showed the visiting group the results of the chemical weed control program at the nursery. Methyl bromide under polyethylene tarpaulins is used in all bedded areas two weeks before planting. Crag Sesone at the rate of four pounds to the acre is used on all newly planted areas. These areas

receive additional treatment every four weeks. In stock over 1 year old, granular Eptam is used at the rate of four pounds per acre. The treatment is applied with a Skibbe spreader at a cost of about \$14 per acre and is effective for about 60 days.

Conversion of power equipment to propane gas fuel was of interest to the group at Horton's Nursery, Painesville, O. Hubert Horton explained that the economy of this fuel and the long engine life resulting from its use pay for the expense of conversion to it. As an example, he said that crankcase oil requires changing about once every four years.

After dinner at the picturesque Old Tavern, Unionville, O., which has been open to the public since 1812, the group visited the Felix Sampini & Sons Nursery, Painesville, O., and Paul Otto's Nursery, Perry, O. At Wayside Gardens, Mentor, O., the visitors inspected the cold-storage operation on Friday morning, August 7. The nursery digs perennials in the late fall and stores them at a 20-degree F. temperature. Prior to shipment they are thawed out at 36 degrees F. for 24 hours.

Starting its trip back to East Lansing, the tour stopped at the Holden Arboretum, Mentor, O., where Louis Lipp explained the use of the humidity chambers and mist propagation methods employed there. The consensus among tour participants was that these two and one-half days supplied them with an invaluable amount of information and a pleasant time.

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Shenandoah Nurseries Host Iowa Tour

Overcast skies greeted the 160 nurserymen who attended the annual summer meeting of the Iowa State Nurserymen's Association held at Shenandoah, Ia., August 6 and 7. However, the threat of rain disappeared and tours of Shenandoah Nurseries and Mount Arbor Nurseries and visits to the plant greenhouses of the Henry Field Seed & Nursery Co. and the test plots of the Earl May Seed Co. were completed as scheduled.

Hosts for the event were Shenandoah Nurseries, with registration taking place at the modern and recently expanded storage building. As the nurserymen gathered Thursday morning, August 6, several pieces of equipment were on display—a spraying rig, a 4-seated planter and—evoking the most interest—two 4 D Caterpillar tractors with specially designed digging units attached to the front. These tractors, one with a 24-inch clearance and the other a 32-inch clearance, are pictured on this page.

For those who were interested, tours were made of the main storage building and the two additions built of concrete blocks—an additional storage space completed two years ago and a refrigerated storage area finished last summer. Noted were the cooling units on the ceiling, which were adaptations from the meat-packing industry.

Also inspected were the mail-order department and the conveyers that transport stock and packing

material from the basement to the main packing area. Adjoining the building is an enclosed area where freight cars are loaded in bad weather.

Tour Nursery Farms

Two buses and several cars departed from the storage building about 9:30 a. m. Thursday to tour the various farms of Shenandoah Nurseries. Unfortunately, a recent 3-inch rain prevented access to several of the fields. First visited was the 200-acre farm No. 14, where blocks of multiflora roses grown from seeds were seen. Three wells, each approximately 52 feet in depth, irrigate the land.

At this farm the potting program is carried out. Seedlings and rooted cuttings are transported from six greenhouses immediately in front of the main storage building and are potted and placed in beds. These beds have a capacity of 1,000,000 pots, and approximately this number is potted up each year.

Next visited was the Farragut farm, including areas 17, 18 and 19, which contains 640 acres. This farm, located eight miles from the town of Shenandoah, has 320 acres under irrigation by means of transportable aluminum pipe. One million 1-year apple grafts and one million 2 and 3-year-old apple trees were seen in the fields. Blocks of Sunburst and Moraine locusts were also noted.

Refreshments were served at the farm as the nurserymen inspected

two Jiffy balling tractors. Completing the tour of the Farragut farm, the visitors viewed a large block of crab apple trees and 1-year-old peach stock budded last fall, as well as 300,000 cherry trees that were budded a year ago.

Visited next was farm No. 16, which includes 240 acres and contains 1-year pear trees, lilacs on California privet, forest trees and peach trees being grown for budding understock. Seen were 500,000 peach seedlings and 2-year-old Lombardy poplar that had been stuck direct. Irrigation facilities include a holding pond with a 700,000 cubic foot capacity. Last seen on the tour were farms Nos. 5 and 6, containing 18 acres. Seedlings and evergreens are the main crops grown there.

Established 90 Years Ago

Shenandoah Nurseries are enjoying their 90th year of business since being founded in 1869 by D. S. Lake, grandfather of the present owner. A few years ago the farms were split up into numerous areas to isolate them so that diseases and insects could be controlled more easily.

The total expanse of nursery land exceeds 2,000 acres. Of this, approximately 1,200 acres are now in nursery stock production and the remaining land is devoted to farm crops. The nursery has 10 wells capable of producing a total of approximately 3,000 gallons per minute.

The last stop of the morning tour



Equipment was inspected at the annual summer outing of the Iowa State Nurserymen's Association held at Shenandoah, Ia., August 6 and 7. In the illustration at left, above, David S. Lake, left, president of the Shenandoah Nurseries, stands with Vincent K. Bailey, Bailey Bros. Nursery, St. Paul, Minn., new vice-president of the American Association of Nurserymen, inspecting a digging unit mounted on a 4D Caterpillar tractor; shown at the right are the two tractors and digging units.

was made at the plant greenhouses of Henry Field Seed & Nursery Co. Shown to the nurserymen were the patented 2-inch black plastic pots which are used for potting cuttings. These have slits down the sides and perforations in the bottom. Labels are placed on the pots when they are planted, so that when the plant reaches salable size it is ready for packaging. Underneath several of the benches, African violets were seen growing under fluorescent lighting that provides 1,200 foot-candles of light per day. This is not enough for blooming, it was explained, but is sufficient for optimum growth.

The conveyer system for transporting plants from the greenhouses into the packing area was inspected. The plants in the black plastic pots are placed in polyethylene bags upon reaching the packing room. Workers then pack them in corrugated boxes, enclosing a planting guide. Boxes containing one, two, four or six plants are used.

The potting operation was viewed and the electronic leaf in the mist houses was inspected. The outdoor beds were next toured. The nurserymen also observed a polyethylene plastic greenhouse that had been ripped in several places by the 70-mile-an-hour wind that had blown down many trees and corn silos in the town a week before. Red-leaved barberry was being rooted under mist in this house.

Mount Arbor Tour

That noon, lunch was served in the main storage building of Shenandoah Nurseries, after which the nurserymen departed in the buses for a tour of Mount Arbor Nurseries. The propagating greenhouse area was seen as well as the outdoor frame areas, including misting units. Many of the perennials are grown on this 140-acre area, and practically all of it has overhead irrigation.

Next seen was the 210-acre evergreen farm, which is completely irrigated through aluminum pipe. An attractive block of golden privet was viewed, and it was explained that all shrubs were being cleared from the area, to be replaced with potted evergreen liners.

At the 200-acre Essex farm, peach and plum blocks were seen. Just south was the Falk farm, where shrub blocks, flowering crab apple grafts and over 25 acres of peonies were growing. Because time was short, a 500-acre farm to the east was not visited.

A stop was made at the Earl May Seed Co. test gardens, where the nurserymen were impressed with

the wide variety of annuals and perennials in full bloom. Also inspected were grass plots and vegetable gardens. Additional Mount Arbor nursery farms were visited as the tour continued. The 160-acre Prath farm containing peach and pear blocks and the 160-acre South farm, with its lilacs, peonies and apple trees, were visited. Next viewed was the irrigated, 230-acre Berry farm. Malling rootstock for summer budding, spring crab apples, a block of apples to be dug next year, another block to be dug this year and a plum block were seen.

The last area visited was an 80-acre evergreen block.

In all, it was explained, the Mount Arbor Nurseries at Shenandoah, Ia., include approximately 2,000 acres, with 23,500 square feet under glass in 14 modern greenhouses, 550 large coldframes and 610 acres under irrigation.

For those who wished to visit the extensive mail-order and wholesale shipping facilities, representatives of Mount Arbor Nurseries conducted special tours. In process of being constructed was an additional stor-

[Concluded on page 36]

All-America Camellia for 1960

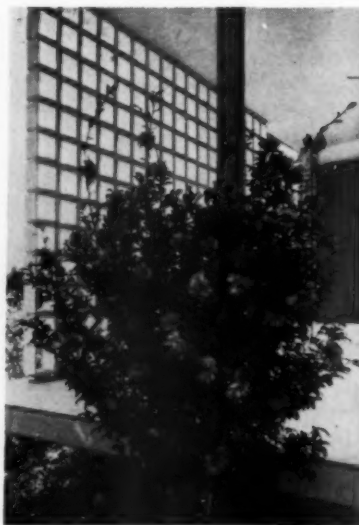
Winner of the All-America Camellia Selections award for 1960 is Sparkling Burgundy, a ruby-rose sasanqua hybrid derived from a cross between Hinode Gumo and Showa-No-Sakae. According to A. A. C. S. descriptions, the fully double flowers are unusually large for a sasanqua, measuring three and one-half to four inches across, with a crisp, long-lasting substance. The color varies slightly with weather and age, and the basic ruby rose is often overlaid with a sheen of lavender.

The profuse blooms of Sparkling Burgundy are said to cover the healthy, vigorous plants, which are of upright but generally compact growth, with ample, dark green foliage, and which come into bloom at an early age.

The outstanding characteristics of

Sparkling Burgundy were observed in A. A. C. S. test gardens from Portland, Ore., down the Pacific coast, through the deep south and into the upper south, but its hardiness was demonstrated particularly well in the Norfolk, Va., area during the winter of 1958-59, when plants of the new hybrid withstood severe freezes that proved disastrous to many other Camellia sasanquas. This would indicate that Sparkling Burgundy may well prove satisfactory for planting in regions colder than the usual camellia sections.

The plant is said to be grown easily outdoors, in containers or under glass, thriving either in full sun or shade. Because of its neat growing habit, it may be used as a single evergreen landscape specimen as well as in mass plantings, hedges and foundation plantings.



The upright, compact growth habit of Sparkling Burgundy, winner of the All-America Camellia Selections award for 1960, makes it suitable for foundation plantings, as shown at left, and many other landscape uses. The fully double bloom (right), unusually large for a sasanqua camellia, is ruby rose in color.

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Indiana Group Enjoys Informal Summer Meeting At Indianapolis

By Donald L. Schuder



Robert Hobbs (center), A. A. N. past president, admires the rose gardens at Hillsdale Landscape Co., Indianapolis, site of the final day of the Indiana summer meeting, with the firm's owner, Alex Tuschinsky (right) and his son Ted.

The annual summer meeting of the Indiana Association of Nurserymen was held July 30 and 31 at Indianapolis in an atmosphere of informal relaxation. Approximately 200 persons were in attendance at the session. On Thursday, July 30, the group assembled at the home of Fritz Loonsten, Indianapolis landscape nurseryman.

Many of the nurserymen and their families enjoyed the use of the Loonsten swimming pool in the morning and afternoon. At noon an excellent lunch was served in the yard, where the guests could visit and talk shop beneath the shade of large trees. After lunch the visitors toured the Loonsten nursery and watched demonstrations presented by several manufacturers of nursery equipment.

An afternoon tea for the ladies was sponsored by the New Augusta Nursery, New Augusta, at the downtown store of L. S. Ayres, Indianapolis. Hostesses for the 30 women in attendance were Mrs. Hazel Schnitzius and her daughter, Mrs. William Todd, who are the president and secretary, respectively, of the New Augusta Nursery.

In the late afternoon the children were guests of "Uncle Jim's Popeye Show" at the WTTV television studios. The children were under the care of Mrs. James Maschmeyer, Mrs. Ellen Pottenger and Mrs. Floyd Bass, Jr. The happy faces of the 25 children in attendance indicated that they enjoyed being interviewed on TV.

Banquet Speakers

In the evening the nurserymen gathered at the beautiful new Indiana School Teachers' Association building for the banquet at Miller's restaurant. The tables were attractively decorated with bouquets of

summer flowers by Mrs. William Cooley and Mrs. John Barret. The bouquets were presented to the ladies in attendance at the close of the banquet.

Argel Pion, Pion Landscape Co., Fort Wayne, president of the I. A. N., served as toastmaster for the evening. Robert Hobbs, C. M. Hobbs & Sons, Inc., Bridgeport, gave a report of his experiences during the past year as president of the American Association of Nurserymen.

Howard Gaar, Gaar Nurseries, Chesterfield, one of the A. A. N. delegates, gave a humorous report of his impressions of the Philadelphia convention and the activities of the Hoosier delegation at the meeting. He noted that next year the A. A. N. convention will be held at Cincinnati, O., at the Netherland Hilton hotel July 16 to 21, and urged a large attendance of I. A. N. members.

Dr. Donald L. Schuder, executive secretary of the I. A. N., reported on the meeting of the Nursery Association Secretaries, of which group he was again elected vice-president. He commented that several new ideas for the betterment of the I. A. N. were obtained that should make his attendance well worthwhile.

The evening was concluded with entertainment arranged by William Cooley, chairman of the entertainment committee. The children, upon their return from the TV studio, ate in a separate dining room, where they had a special menu of their own and were entertained by a professional magician.

Tour Hillsdale Rose Gardens

Friday morning the nurserymen assembled at the Hillsdale Land-

scape Co. northeast of Indianapolis, where they were the guests of Mr. and Mrs. Alex Tuschinsky and their son Ted. The morning was spent in leisurely inspection of the extensive garden center and the beautiful plantings of roses. The rose gardens are the site of Hillsdale's annual rose festival, which attracts thousands of persons from all over the United States each June.

Many of the nurserymen gathered in informal discussion groups beneath the trees, while others attended a travelog given by Ted Tuschinsky, whose account of his European travels was well illustrated with colored slides. Most of the children took advantage of the opportunity to keep cool in the attractive and beautifully landscaped swimming pool at the Tuschinsky residence.

The executive committee of the I. A. N. approved three new members and three new associate members at their meeting. The new members are B. Heller Nursery, Decatur; Norm's Floral Shop, Lagrange, and Kern Nursery, New Castle. The new associate members are the Fearnow Landscape Co., Anderson; Smith Agricultural Chemical Co., Indianapolis, and J. P. Foster, Onarga, Ill.

The meeting came to an end with a noon barbecue held at the Tuschinsky home.

DR. J. L. JANUS, Garden King Nurseries, Chicago, Ill., is establishing a peony and lilac exhibition garden to be called Sleeping Beauty Gardens at Warrenville, Ill., in memory of his late wife, Helene.

AWARDED a blue ribbon for garden design were Mr. and Mrs. Richard Terrill, of Green Tree Nursery, El Verano, Calif., at the Solano county fair, held at Valleyjo.

Sorting the Woody Ornamentals

Viburnums Valued for Varied Species Useful in Gardens

By Donald Wyman

Horticulturist, Arnold Arboretum

The viburnum genus contains some of the most important all-service ornamentals that are grown in the central and northern United States, with the dogwood clan running a close second. Nurserymen are well acquainted with the merits of many of them, but plantsmen in general could study the group further and make use of more viburnums. Research investigations have been made on their ability to cross. Many hybrid seedlings are being grown at Cornell University, Ithaca, N. Y., and at the National Arboretum,

Washington, D. C., as a result of a special study, but until these young seedlings are distributed and something is written about their merits (and of course this takes considerable time), a discussion of the genus may well be confined to the many species and varieties now available.

Eighty-three of these are offered by American nurseries; 96 are grown in the Arnold Arboretum, Jamaica Plain, Mass. As a group they have merit because of their respective habits, their good and profuse flowers; their outstanding fruits, which, in

many cases, are attractive to birds; their autumn color, and their ability to grow well with little attention.

Viburnums are about as free from insect and disease troubles as any large group of shrubs, but there are a few pests that can prove troublesome. Everyone is familiar with the influx of plant lice frequently associated with the European snowball, *V. opulus roseum*, which is the reason the Japanese snowball is recommended in its place.

The dogwood twig borer, *Oberia tripunctata*, can become a serious pest in an old collection, such as the Arnold Arboretum's. This lemon-yellow borer, about three quarters of an inch long, attacks *pyrus*, *malus*, *cornus*, *viburnum* and *syringa*, as well as a few other genera.

The eggs are laid in the rough bark of the trunk or large branches, not on the smooth bark or young twigs. A trunk and branch spray of 50 per cent wettable DDT—three to four pounds to 100 gallons of water—should be applied at monthly intervals from about June 20 to August 15, in the vicinity of Boston, Mass. Another pest is, of course, the graft blight disease that sometimes troubles *V. carlesi*. Most nurserymen are familiar with this.

As a group, the viburnums are amenable to pruning, and some small-leaved species like *V. tinus* have been used in sheared hedges with excellent results. The European and Asiatic types do well in either acid or alkaline soils, but it has been noted that some of the American natives do best in acid soils and do not grow so well in definitely alkaline soils.

Fruiting sometimes is not everything that it should be. The fact should be stressed that viburnums

Illustrations with this article are from photographs supplied by the Arnold Arboretum, Jamaica Plain, Mass.



Viburnum Lentago



Viburnum Tomentosum Roseum

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fruit best when several seedlings (not clones) of a species are planted together. I have noted in the case of *V. dilatatum*, for instance, that single isolated plants often fail to fruit well, but when planted in seedling groups they produce heavily.

It may well be that one species, blooming at the same time, will pollinate another species, but it has been noted that some species are extremely hard to cross with others. Consequently, until more is published on this subject, it certainly is best to grow as many viburnum species as possible from seeds and to recommend their permanent planting in seedling groups in order to insure better fruiting.

Recommendations Qualified

Because of the large number that must be listed as recommended for the country as a whole, it is necessary to write a paragraph about each species to explain why it is recommended. Certainly, all in the following list should not be accepted as top-notch plants for every garden the country over.

Of over 45 species and varieties in the recommended list, at least 11 are only for the middle or deep south; hence, northern growers have only 34 from which to choose, and the farther north the growing area, the more this number is reduced.

Then, too, it should be pointed out that some have been included that are definitely not all-purpose shrubs but can be used in special situations. *Viburnum acerifolium*, *alnifolium* and *furcatum*, for instance, are all shade-loving plants that must be grown in the cool, moist areas of the north. They do not grow well in the full sun and should never be planted in such a situation. Another example would be *V. setigerum aurantiacum*, which, at the Arnold Arboretum, has always been an ungainly plant, making a poor specimen by itself, but has strikingly ornamental fruits.

Many of the plants in the list of those that might be discarded are similar, in most ornamental characteristics, to others on either the recommended list or the discard list. Because of this fact, although they of course differ botanically, there seems little need for growing them as ornamentals.

Finally, the yellow and red-fruited species and varieties are those that normally make the best fall display. When one realizes that there are only three yellow-fruited types and 17 red-fruited types, it is easy to see that there are certainly not too many viburnums from which to



Viburnum Carlacephalum

choose. Also, this situation places rather heavy emphasis on any new ones that may be in the offing, such as the 12 types in the list at the end of this article—those which need more trial to determine their eventual ornamental usefulness.

Recommended Viburnums

Following the name of each recommended species or variety appear its mature height expressed in feet, hardiness zone and place of origin.

V. acerifolium: 6, Z 3 NE U.S.—Black fruit, purplish autumn color, for planting in shaded areas only; other viburnums are much better in full sun.

V. alnifolium: 10, Z 3 NE U.S.—Red fruit, early bloom with con-

spicuous sterile flowers on the outside of a flat cluster. It is of no value except in cool, moist woodlands, for it will not grow in dry, sunny situations. The correct botanical name of this species is now accepted to be *V. lantanoides*.

V. burkwoodi: 6, Z 5 (*carlesi* x *utile*)—Originated in the nursery of Burkwood & Skipworth, Kingston-on-Thames, England, in 1924. This is semievergreen in England and is proving evergreen in certain parts of California. The flowers are highly fragrant, and the foliage is glossy. Burkwoodi can be considered an improvement over *V. carlesi* even in New England, although it is not completely evergreen there. The

[Continued on page 61]



Viburnum Rhytidophyllum

Nurseries Win Top Prizes At California Floral Fiesta

By Walter B. Balch

Designed with a silver anniversary motif, the 25th San Mateo county fair and floral fiesta broke records both for attendance and for number of exhibits during its 9-day run, July 31 to August 8, at San Mateo, Calif.

Two comparative newcomers to the exhibitors' ranks this year created displays that were considered by the judges to be among the best ever entered. They were A & J Shooter, Burlingame, who won first place in three sections in the indoor displays, and Richard Hatch, Los Altos, who was a 2-time winner of prizes in the outdoor gardens. The Shooter displays also won a sweepstakes award.

Among the more interesting and better designed indoor exhibits were the shade gardens displayed by Orchard Nursery & Florist, Lafayette, the first prize winner in this class, and the Christensen Nursery Co., Belmont, winner of the second prize.

The Christensen garden was a long border of flowering fuchsias, cut-leaved philodendrons, ferns of many kinds, flowering begonias and shrubbery that were in excellent condition, with small deciduous trees and small redwoods as a background. Focal point of the Orchard Nursery display was a waterfall that was lighted by night. The planting included African violets, ferns, begonias, gloxinias, cyclamens and some cut-leaved maples for a background. Also planted at intervals

were bamboos and flowering potted chrysanthemums.

Sweepstakes Winner

The modern indoor garden by the Shooter organization was of formal design and featured a pool crossed by conglomerate stepping-stones. These led to a modern lanai, which was decorated and furnished in the Oriental manner. Foliage plantings — particularly evergreens — predominated. The effect was startling, and visitors made copious notes of the design and plantings.

The "Western Living" garden exhibited by the California Nursery Co., Niles, was also a prize-winner. Extending over an unusually large area, a stone slab walk to a mission-style patio was planted with a collection of plants associated with the old-fashioned garden. The furniture on the patio was of the type popular 25 years ago, in keeping with the silver anniversary theme of the fiesta. One unusual plant in this garden was a tall New Zealand flax, which attracted a great deal of attention.

Lyal Nickals, San Leandro; Rod McLellan, South San Francisco, and the East Bay Nursery, Berkeley, won first, second and third prizes, respectively, for exhibits featuring a waterfall. Plantings in the three displays included many kinds of orchids, all in flower and many labeled as to variety. In addition there were adiantum fern, bird-of-paradise

anthurium and rubber plants. The McLellan exhibit featured sprouted coconuts, which the nursery finds are becoming popular for outdoor and house plantings.

The educational display of the California Association of Nurserymen used a slatted windbreak for a background, with large gravel walks, in which were synthetic conglomerates as steppingstones. There was a good display of garden lighting fixtures, which were turned on in the evening. The plantings were largely shade plants set out as specimens and demonstrating the effectiveness of small plants in relatively small gardens. Everything was plainly labeled.

The display staged by the California Landscape Contractors' Association in the same section also stressed shade plants. Walks in this garden were sectioned off, and different kinds and sizes of materials were used in each section, with labels giving the name and the general nature of the material.

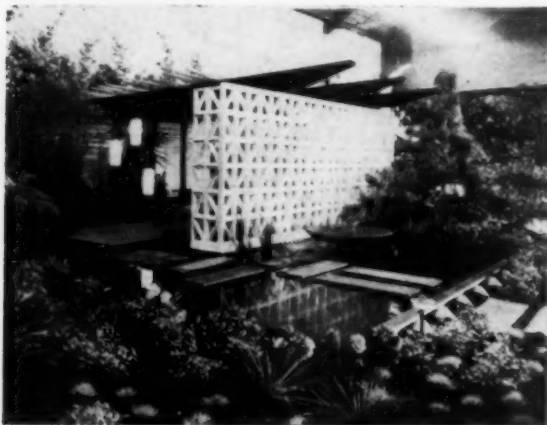
The Hatch exhibits featured an outdoor living room and "Public Park Living." The latter was a rather formal planting that the suburbanite could make and maintain with a minimum of employed help, but which used quantities of plant material and garden supplies.

Estate Gardens

The estate gardens displayed by the three San Francisco estate gardeners' associations again showed the difference between the professionally planned and cared-for areas and those of the small homeowner. Each has its place, and the professional gardens set a standard for the amateur.

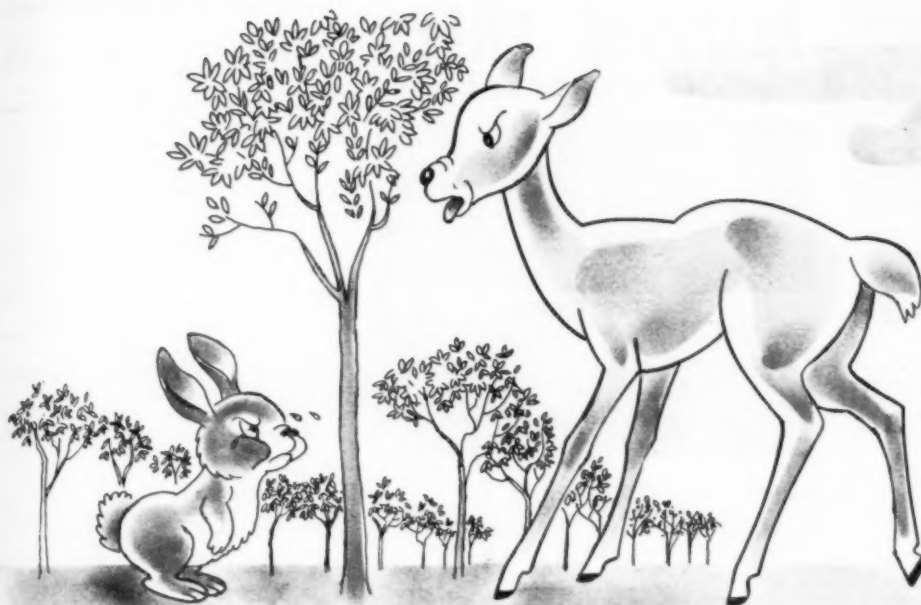
Cactus Mac's Rare Plant Rendezvous, Hayward, again displayed a

[Concluded on page 30]



Prize-winning entries at the San Mateo county fair and floral fiesta were the modern garden exhibited by A. & J. Shooter, Burlingame (left), and the water garden designed by Nix Nursery, Castro Valley (right).

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New, improved Z.I.P. taste repellent turns animals away!

Here's the repellent you need to protect valuable nursery stock, seedlings, and ornamentals from nibbling animals and rodents. Bitter tasting Z.I.P. effectively turns animals away but doesn't harm them or the plants. This improved formulation was developed with the U.S. Fish and Wildlife Service for safe, effective plant protection. The active ingredients of new Z.I.P. will not settle out; they mix easily with water for spray or brush application. Special adhesives give better sticking qualities to insure long-lasting results through all kinds of weather.

Z.I.P. taste repellent can be used safely during either the growing or dormant season. When animals encounter plants or trees treated with Z.I.P., they generally leave the area to find more palatable feed. Get safe, effective protection, use new improved Z.I.P. for . . .

- easier mixing
- even spreading
- better sticking qualities
- long-lasting protection
- no settling out

Z.I.P. can also be used as a border treatment for vegetables, greens, fruits, and berries. Write for more information.



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OUR TREMENDOUS VOLUME ENABLES US TO SAVE YOU MONEY

	Per 100	Per 1000		Per 100	Per 1000
* SPECIAL STRAIN SCOTCH PINE					
Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed. We have all other best strains Scotch Pine.					
2-yr., S., 4 to 8 ins.....	\$ 6.00	\$ 30.00			
3-yr., S., 8 to 16 ins.....	9.00	45.00			
4-yr., T., 8 to 12 ins.....	20.00	100.00			
* MUGHO PINE					
3-yr., S., 3 to 5 ins.....	7.00	35.00			
5-yr., T., 5 to 7 ins.....	20.00	.....		
* AUSTRIAN PINE					
2-yr., S., 3 to 6 ins.....	5.00	25.00			
3-yr., S., 8 to 12 ins.....	9.00	45.00			
* BLACK HILLS SPRUCE					
3-yr., S., 5 to 10 ins.....	7.00	35.00			
4-yr., S., 8 to 12 ins.....	10.00	50.00			
5-yr., T., 8 to 12 ins.....	24.00	120.00			
* NORWAY SPRUCE—Fast-growing					
2-yr., S., 5 to 10 ins.....	7.00	35.00			
3-yr., S., 10 to 14 ins.....	10.00	50.00			
3-yr., T., 6 to 12 ins.....	15.00	75.00			
5-yr., T., 12 to 18 ins.....	35.00	.....		
* WHITE SPRUCE					
3-yr., S., 8 to 12 ins.....	9.00	45.00			
4-yr., T., 10 to 15 ins.....	20.00	100.00			
* COLORADO BLUE SPRUCE					
3-yr., S., 4 to 8 ins.....	9.00	45.00			
4-yr., T., 4 to 8 ins.....	18.00	90.00			
* DOUGLAS FIR					
2-yr., S., 5 to 10 ins.....	7.00	35.00			
3-yr., S., 8 to 12 ins.....	11.00	55.00			
* AMERICAN ARBORVITAE					
3-yr., S., 8 to 12 ins.....	8.00	40.00			
* CANADIAN HEMLOCK					
2-yr., S., 3 to 6 ins.....	10.00	50.00			
3-yr., T., 6 to 8 ins.....	25.00	.....		
5-yr., T., 8 to 14 ins.....	35.00	.....		
* CONCOLOR FIR					
2-yr., S., 3 to 6 ins.....	9.00	45.00			
* JAPANESE YEW					
<i>Taxus cuspidata capitata—upright pyramidal</i>					
2-yr., S., 3 to 6 ins.....	\$20.00	\$150.00			
3-yr., S., 4 to 8 ins.....	30.00	200.00			
<i>Taxus cuspidata—spreading</i>					
1-yr., T., 5 to 6 ins.....	20.00	150.00			
2-yr., T., 6 to 8 ins.....	30.00	250.00			
3-yr., T., 8 to 12 ins.....	40.00	350.00			
<i>Taxus hicksii—upright</i>					
1-yr., T., 5 to 7 ins.....	25.00	175.00			
2-yr., T., 8 to 10 ins.....	40.00	300.00			
<i>Taxus brownii—upright</i>					
1-yr., T., 4 to 6 ins.....	25.00	175.00			
2-yr., T., 6 to 8 ins.....	40.00	.....		
<i>Taxus cuspidata capitata—spreading</i>					
From side cuttings.					
3-yr., T., 8 to 12 ins.....	40.00	300.00			
*(Heavy Liner)					
<i>Taxus intermediata—spreading</i>					
1-yr., T., 4 to 6 ins.....	25.00	175.00			
3-yr., T., 8 to 12 ins.....	40.00	.....		
*(Heavy Liner)					
<i>Taxus andersonii—spreading</i>					
1-yr., T., 5 to 7 ins.....	20.00	150.00			
* JUNIPER HETZI GLAUCA—Blue Pfitzer					
1-yr., T., 5 to 7 ins.....	25.00	200.00			
* GLOBE ARBORVITAE					
<i>Woodwardii—dark green</i>					
1-yr., T., 4 to 6 ins.....	30.00	250.00			
<i>Mooney's—green</i>					
1-yr., T., 4 to 6 ins.....	25.00	200.00			
* PYRAMIDAL ARBORVITAE—Compacta					
1-yr., T., 5 to 7 ins.....	25.00	200.00			
* JAPANESE HOLLY					
<i>Ilex retundifolia</i>					
1-yr., T., 6 to 6 ins.....	20.00	.....		
4-yr., T.T., 12-in. spread.,	\$1.75 each	.....		
*(Sold in lots 5 or more)					
* AMERICAN HOLLY—Ilex opaca					
1-yr., T., 10 ins. and up....	50.00	400.00			
(Sexes separate)					
* WHITE DOGWOOD					
Seedlings, 12 to 18 ins.....	16.00	80.00			

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SEND FOR COMPLETE CATALOG AND WHOLESALE PLANTING
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COMING EVENTS

MEETING CALENDAR

September 1 to 3—Arkansas State Nurserymen's Association, convention, Velda Rose motel, Hot Springs, Ark.

September 3 and 4—Wisconsin Nurserymen's Association, summer meeting, Nepco Lake Nursery, Port Edwards, Wis., and Leland Jens Nursery & Landscape Co. Wisconsin Rapids.

September 10 to 12—Louisiana Association of Nurserymen, convention, Hirsch youth building, Louisiana state fairgrounds, Shreveport.

September 20 to 22—Montana-Wyoming Turf and Nurserymen's Association, convention, Fort Peck hotel, Fort Peck, Mont.

September 22 to 24—California Association of Nurserymen, annual convention, Lafayette hotel, Long Beach, Calif.

October 7 to 10—American Horticultural Council, 14th annual congress, Rochester, N. Y.

October 12 and 13—Oklahoma State Nurserymen's Association, annual convention, Western Hills Lodge, Wagoner, Okla.

LOUISIANA PLANS

Registration for the Louisiana Association of Nurserymen's fifth annual convention will open Thursday afternoon, September 10, at the Hirsch Youth Center, Louisiana state fair grounds, Shreveport. Formal sessions of the 3-day convention will not begin until Friday, but exhibits will be set up Thursday afternoon, and an evening social hour is planned for early registrants.

After the convention is called to order Friday morning at 11 o'clock, reports will be heard from the treasurer and the nominating committee, and further nominations will be accepted from the floor. With the exception of a ladies' luncheon at 1 o'clock at the Shreveporter motel and the fish fry and dance scheduled for 8 o'clock, Friday afternoon and evening will be left open.

Members of the American Association of Nurserymen will attend a Dutch treat breakfast at the Shreveporter motel at 7 a. m. Saturday. At 8 o'clock the ballot box will be placed at the registration desk, and L. A. N. members may cast their votes for association officers from that time until 11 o'clock.

The final business meeting of the convention will be held at 1:30 Saturday afternoon, at which time invitations for the 1962 convention will be received and special prizes awarded. The retiring members of the board of directors will meet with new board members immediately

[Continued on page 22]

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Oregon's Best Source of Good Roses—
"The Finest Anywhere"

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We are having a wonderful growing season, and we have available for the 1959-60 season the largest stock of top-quality evergreens that we have ever offered. We would be very happy to have you visit us at the nursery and see our stock growing in the fields. We are, at this time, using 2000 acres of good west Tennessee land to produce for you the very best in evergreens, and we think it would be worth your time to visit us if you are interested in the best stock available at reasonable prices.

AMERICAN ARBORVITAE VARIETIES

	(Thuja occidentalis) Each Per 10 Per 100	
Dark Green American Arborvitae		
24 to 30 ins.	\$1.75	\$1.50
30 to 36 ins.	2.25	2.00
4 to 5 ft.	3.50	3.00
5 to 6 ft.	4.50	4.00
Compacta erecta Globe Arborvitae		
15 to 18 ins.	1.60	1.40
18 to 24 ins.	2.00	1.75
24 to 30 ins.	2.50	2.25
Globe American Arborvitae		
12 to 15 ins.	1.45	1.25
15 to 18 ins.	1.75	1.50
18 to 24 ins.	2.25	2.00
24 to 30 ins.	2.75	2.50
Pyramidal American Arborvitae		
18 to 24 ins.	1.60	1.35
24 to 30 ins.	1.80	1.65
30 to 36 ins.	2.50	2.25
3 to 4 ft.	3.00	2.75
4 to 5 ft.	4.00	3.50

ORIENTAL ARBORVITAE VARIETIES

	(Thuja orientalis) Each Per 10 Per 100	
Baker Arborvitae		
24 to 30 ins.	\$1.35	\$1.20
30 to 36 ins.	1.60	1.40
3 to 4 ft.	2.00	1.75
4 to 5 ft.	3.00	2.50
Berckmans Golden Arborvitae		
12 to 15 ins.	1.25	1.00
15 to 18 ins.	1.40	1.20
18 to 24 ins.	1.70	1.50
24 to 30 ins.	2.25	2.00
Blue Cone Arborvitae, compact pyramid		
18 to 24 ins.	1.20	1.00
24 to 30 ins.	1.45	1.25
30 to 36 ins.	1.70	1.50
Bonita Arborvitae, dwarf, full, green		
15 to 18 ins.	1.35	1.20
18 to 24 ins.	1.70	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	2.75	2.50
Excelsa Arborvitae		
24 to 30 ins.	1.45	1.25
30 to 36 ins.	1.70	1.50
4 to 5 ft.	3.00	2.50
Fruitlandi Arborvitae		
18 to 24 ins.	1.70	1.50
24 to 30 ins.	2.25	2.00
Mayhew Arborvitae		
24 to 30 ins.	1.45	1.25
30 to 36 ins.	1.70	1.50
Newarkii Arborvitae		
24 to 30 ins.	1.45	1.25
30 to 36 ins.	1.70	1.50

	Each Per 10 Per 100	
Cedrus atlantica		
2 to 3 ft.	\$1.75	\$1.50
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.75	3.50
5 to 6 ft.	4.75	4.50
Cedrus deodara		
2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.75	2.50
Cedrus libani		
2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.75	3.50

JUNIPERS, SPREADING VARIETIES

All spreading Junipers many times trimmed, well filled and of specimen quality.

	Each Per 10 Per 100	
Andorra Juniper		
12 to 15 ins.	\$1.25	\$1.10
15 to 18 ins.	1.60	1.40
18 to 24 ins.	1.90	1.75
24 to 30 ins.	2.50	2.25
30 to 36 ins.	3.00	2.75
Chinensis procumbens Juniper		
12 to 15 ins.	1.25	1.10
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00
Golden Canadian Juniper		
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00
Hetz glauca Juniper		
12 to 15 ins.	1.20	1.00
15 to 18 ins.	1.45	1.25
18 to 24 ins.	2.00	1.75
24 to 30 ins.	2.50	2.25
30 to 36 ins.	3.00	2.75
Pfitzer Juniper		
12 to 15 ins.	1.25	1.10
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00
24 to 30 ins.	2.75	2.50
Pfitzer Juniper, Blue		
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00
Pfitzer Compact Juniper, Nick's		
12 to 15 ins.	1.25	1.10
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00
24 to 30 ins.	2.75	2.50
30 to 36 ins.	3.25	3.00
Pfitzer Compact Juniper, Kallay		
12 to 15 ins.	1.25	1.10
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00

JUNIPERS, UPRIGHT VARIETIES

All many times sheared, specimen-quality evergreens.

	Each Per 10 Per 100	
Juniper, virginiana glauca		
2 to 3 ft.	\$2.75	\$2.50
3 to 4 ft.	3.75	3.50
Juniper, virginiana burki		
2 to 3 ft.	2.75	2.50
3 to 4 ft.	3.75	3.50
4 to 5 ft.	4.75	4.50
Juniper, virginiana cancerti		
2 to 3 ft.	2.75	2.50
3 to 4 ft.	3.75	3.50
4 to 5 ft.	4.75	4.50
Cupressifolia Juniper (Hillspire Juniper)		
2 to 3 ft.	2.75	2.50
3 to 4 ft.	3.75	3.50
4 to 5 ft.	4.75	4.50
5 to 6 ft.	6.00	5.50
Dundas Juniper		
2 to 3 ft.	2.75	2.50
3 to 4 ft.	3.75	3.50
4 to 5 ft.	4.75	4.50
Juniper, chinensis densa glauca, excellent, compact, upright, blue-green color.		
2 to 3 ft.	2.00	1.75
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.75	3.50
Fastigiata Juniper (Improved Irish), very heavy		
24 to 30 ins.	\$1.25	\$1.10
30 to 36 ins.	1.50	1.35
3 to 4 ft.	1.75	1.50
4 to 5 ft.	2.25	2.00
5 to 6 ft.	2.75	2.50
Greek Juniper (Juniper, excelsa stricta), well sheared		
15 to 18 ins.	1.35	1.20
18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	2.75	2.50
Hetz glauca Juniper, pyramids, staked and sheared pyramids		
24 to 30 ins.	2.50	2.25
30 to 36 ins.	3.00	2.75
3 to 4 ft.	3.75	3.50
Juniper, chinensis keteleeri		
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
Juniper, chinensis mascula		
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
Von Ehron Juniper, pyramids, staked and sheared pyramids		
3 to 4 ft.	3.75	3.50
4 to 5 ft.	4.75	4.50

MISCELLANEOUS CONIFERS

	Each Per 10 Per 100	
Pine, nigra (Austrian Pine)		
18 to 24 ins.	\$1.50	\$1.25
2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
Pine, strobus (White Pine)		
18 to 24 ins.	1.50	1.25
2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
5 to 6 ft.	5.50	5.00

	Each Per 10 Per 100	
Plume Cypress (Retinospora plumosa), sheared		
24 to 30 ins.	\$1.75	\$1.50
30 to 36 ins.	2.25	2.00

	Each Per 10 Per 100	
Plume Cypress, Golden, sheared (Retinospora plumosa aurea)		
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.25	2.00

BROAD-LEAVED EVERGREENS

		Each	Each			Each	Each			Each	Each
		Per 10	Per 100			Per 10	Per 100			Per 10	Per 100
3 ft.	<i>grandiflora</i>	\$1.25	\$1.00	2 to 3 ft.	<i>Ilex opaca howardi</i>	\$2.25	\$2.00	Laurel, English	\$1.75	\$1.50	
4 ft.		1.75	1.50	3 to 4 ft.		3.25	3.00	2 to 3 ft.	2.25	2.00	
5 ft.	<i>compervirens</i>	1.50	1.25	4 to 5 ft.		4.25	4.00	<i>Lonicera yunnanensis</i> (Chinese Evergreen Honeysuckle)	1.20	1.00	
6 ft.		2.25	2.00	5 to 6 ft.		5.50	5.00	15 to 18 ins.	1.20	1.00	
7 ft.		2.75	2.50		<i>Ilex opaca Hume No. 2</i>	2.25	2.00	18 to 24 ins.	1.50	1.25	
8 ft.	<i>opaca lactea</i>	1.25	1.00	2 to 3 ft.		3.25	3.00	<i>Loropetalum chinensis</i> (Texas Fringe)	1.20	1.00	
9 ft.		1.75	1.50	3 to 4 ft.		4.25	4.00	18 to 24 ins.	1.75	1.50	
10 ft.	<i>fruticosa</i>	1.25	1.00	4 to 5 ft.		5.50	5.00	24 to 30 ins.	2.25	2.00	
11 ft.		1.75	1.50	5 to 6 ft.		7.50	7.00	30 to 36 ins.	1.75	1.50	
12 ft.	<i>simoni</i>	1.25	1.00	6 to 7 ft.		2.25	2.00	<i>Magnolia glauca</i>	1.75	1.50	
13 ft.		1.75	1.50	2 to 3 ft.	<i>Ilex opaca Reynolds</i>	3.25	3.00	2 to 3 ft.	2.25	2.00	
14 ft.	<i>coloratus</i>	1.25	1.00	3 to 4 ft.		4.25	4.00	3 to 4 ft.	2.75	2.50	
15 ft.		1.50	1.25	4 to 5 ft.		5.50	5.00	4 to 5 ft.	3.50	3.25	
16 ft.	<i>fortunei erectus</i>	1.25	1.00	5 to 6 ft.	<i>Ilex opaca Taber No. 3</i>	2.25	2.00	5 to 6 ft.	3.50	3.25	
17 ft.		1.50	1.25	6 to 8 ft.		7.50	7.00	6 to 8 ft.	5.50	5.00	
18 ft.	<i>patens</i>	1.20	1.00		<i>Ilex vomitoria</i>	1.20	1.00	<i>Magnolia grandiflora</i>	1.75	1.50	
19 ft.		1.75	1.50	18 to 24 ins.		1.75	1.50	2 to 3 ft.	2.75	2.50	
20 ft.	<i>radicans</i>	1.20	1.00	24 to 30 ins.		2.25	2.00	3 to 4 ft.	3.75	3.50	
21 ft.		1.75	1.50	30 to 36 ins.		2.75	2.50	4 to 5 ft.	5.50	5.00	
22 ft.	<i>several selected types</i>	1.20	1.00	5 to 6 ft.		5.50	5.00	6 to 8 ft.	6.25	7.50	
23 ft.		1.50	1.25		<i>Ilex vomitoria Pride of Houston</i>	1.20	1.00	<i>Nandina domestica</i>	.90	.75	
24 ft.	<i>angustifolia</i>	3.50	3.00	24 to 30 ins.		1.75	1.50	15 to 18 ins.	1.20	1.00	
25 ft.				30 to 36 ins.		2.25	2.00	18 to 24 ins.	1.50	1.25	
26 ft.	<i>burfordi</i>	1.20	1.00		<i>Jasmine, floridum</i>	1.20	1.00	24 to 30 ins.	1.75	1.50	
27 ft.		1.50	1.25	15 to 18 ins.		1.75	1.50	30 to 36 ins.	2.25	2.00	
28 ft.	<i>male</i>	1.20	1.00	18 to 24 ins.		1.75	1.50	<i>Osmanthus fortunei</i>	1.50	1.25	
29 ft.		1.50	1.25	2 to 3 ft.	<i>Ligustrum lucidum (Black Wax)</i>	1.20	1.00	18 to 24 ins.	1.75	1.50	
30 ft.	<i>femina</i>	1.20	1.00	18 to 24 ins.		1.50	1.25	24 to 30 ins.	1.75	1.50	
31 ft.		1.50	1.25	24 to 30 ins.		1.75	1.50	30 to 36 ins.	2.25	2.00	
32 ft.	<i>several Hume, semidwarf</i>	1.75	1.50	30 to 36 ins.		1.50	1.25	<i>Photinia serrulata</i>	1.20	1.00	
33 ft.		2.25	2.00	15 to 18 ins.	<i>Ligustrum Swane River</i>	1.50	1.25	18 to 24 ins.	1.75	1.50	
34 ft.	<i>dark green, rectangular leaf</i>	1.50	1.25	18 to 24 ins.		2.25	2.00	24 to 30 ins.	2.25	2.00	
35 ft.		1.75	1.50	24 to 30 ins.		2.75	2.50	30 to 36 ins.	2.75	2.50	
36 ft.	<i>Biloxi</i>	2.25	2.00	30 to 36 ins.		3.25	3.00	3 to 4 ft.	2.25	2.00	
37 ft.		2.75	2.50		<i>Laurel, Carolina (Cherry Laurel)</i>	1.50	1.25	<i>Viburnum chenaulti</i>	2.75	2.50	
38 ft.				2 to 3 ft.		1.75	1.50	30 to 36 ins.	2.25	2.00	
39 ft.				3 to 4 ft.		1.75	1.50	3 to 4 ft.	2.75	2.50	
40 ft.				4 to 5 ft.		2.25	2.00	<i>Viburnum juddi</i>	2.25	2.00	
41 ft.				5 to 6 ft.		2.75	2.50	30 to 36 ins.	2.25	2.00	
42 ft.					<i>Laurel, sabell (Strap-leaved Laurel)</i>	1.20	1.00	<i>Viburnum rhytidophyllum</i>	1.75	1.50	
43 ft.				15 to 18 ins.		1.75	1.50	18 to 24 ins.	2.00	1.75	
44 ft.				18 to 24 ins.		2.25	2.00	24 to 30 ins.	2.50	2.25	
45 ft.				24 to 30 ins.		2.75	2.50	30 to 36 ins.	3.25	3.00	
46 ft.				30 to 36 ins.				3 to 4 ft.			
FLOWERING TREES, B&B											
		Each	Each			Each	Each			Each	Each
		Per 10	Per 100			Per 10	Per 100			Per 10	Per 100
		\$1.20	\$1.00			\$1.20	\$1.00			\$1.20	\$1.00
		1.75	1.50			1.75	1.50			1.75	1.50
		2.25	2.00			2.25	2.00			2.25	2.00
		2.75	2.50			2.75	2.50			2.75	2.50
		3.25	3.00			3.25	3.00			3.25	3.00
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		4.25	4.00			4.25	4.00			4.25	4.00
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		41.75	41.50			41.75	41.50			41.75	41.50
		42.25	42.00			42.25	42.00			42.25	42.00
		42.75	42.50			42.75	42.50			42.75	42.50
		43.25	43.00			43.25	43.00			43.25	43.00
		43.75	43.50			43.75	43.50			43.75	43.50
		44.25	44.00			44.25	44.00			44.25	44.00
		44.75	44.50			44.75	44.50			44.75	44.50
		45.25	45.00			45.25	45.00			45.25	45.00
		45.75	45.50			45.75	45.50			45.75	45.50
		46.25	46.00			46.25	46.00			46.25	46.00
		46.75	46.50			46.75	46.50				

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after the business session, and at 2:30 a Louisiana landscape meeting is scheduled.

The convention will conclude with the president's banquet at 8 o'clock Saturday evening. New officers will then be introduced, prizes will be awarded for the best exhibits, and entertainment will be provided, as well as music for dancing.

CALIFORNIA PROGRAM

Following is the schedule of events for the 49th annual convention of the California Association of Nurserymen, September 22 to 24, at the Lafayette hotel, Long Beach, Calif., as announced by Elmer J. Merz, executive secretary:

SEPTEMBER 22

8 a. m.—Registration.
9:30 a. m.—Convention opens.
Call to order, by President James C. Perry, Perry's Plants, Montebello.
Pledge to the flag.
Welcome to Long Beach.
10 a. m.—Report of the president.
10:15 a. m.—Report of the executive secretary, by Elmer J. Merz.
10:30 a. m.—Committee reports.
11 a. m.—Talk by Daniel G. Aldrich, dean of agriculture, University of California.
11:40 a. m.—Drawing for prizes.
12:30 p. m.—Lunch. Keynote address, by Gov. Edmund G. Brown.
2:30 p. m.—Committee reports.
3:30 p. m.—Talk, by Stary Gange: "Tomorrow Will Be a Busy Day."
4 p. m.—Talk, by Ray Miller: "Disneyland, 1959."
4:30 p. m.—Award of prizes.
Evening—Night on the town and bowling tournament.

SEPTEMBER 23

8 a. m.—Breakfast, California chapter, American Association of Nurserymen.
Rest of the day devoted to baseball, golf, shuffleboard, swimming, etc.
6:30 p. m.—Barbecue at the University Club.
8:30 p. m.—Entertainment at University Club, followed by dancing until midnight.

SEPTEMBER 24

9:30 a. m.—General session.
Call to order, by President Perry.
9:45 a. m.—Committee reports.
10 a. m.—Talk, by Gordon Baker Lloyd: "Is Price the Entire Story?"
10:30 a. m.—Committee reports.
11 a. m.—Talk by J. J. Miller, of the agricultural products labor committee: "A Realistic Look at the Labor Picture."
11:40 a. m.—Award of prizes.
12:30 p. m.—Lunch. Speaker, Joseph E. Burger: "How To Get Better."
2:30 p. m.—General business session.
Election of officers.
Selection of 1961 convention city.
Award of prizes.
7:30 p. m.—President's banquet and entertainment.

MONTANA-WYOMING DATES

A family barbecue September 20 will start the program of the Montana-Wyoming Turf and Nurserymen's Association at the Fort Peck

Feature

SALES WINNERS from ARMSTRONG

ARMSTRONG HALL OF FAME



Garden Party Never before have you had such a first-year selling story on any rose. Here is the *only* Hybrid Tea to win an All-America Award for 1960. And it is a superbly successful cross of the two greatest roses of the century, Charlotte Armstrong and Peace. Beautiful buds, shapely as Charlotte Armstrong's. Huge, Peace-like, pastel-tinted blooms. A vigorous, easy-to-grow plant. If ever a rose was sure to sell, this is it. Be sure you have plenty!
Plant Pat. No. 1814.



Carefully grown
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**ADVERTISED-
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ROSES**

Write for our Wholesale List

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Millions and
Millions of Pots
ago as now...

THE BIG NEWS IN
BIGGER PROFITS...

Cloverset POTS

More than 20 years ago, nurserymen were introduced to a new wrinkle in plant containers—the Cloverset pot. It was a low-cost container that made cash-and-carry sales more profitable. It stimulated more sales, because it enabled nurserymen to economically pot stock previously sold bare root and to present it for sale in a more attractive form—alive and growing, yet simple to set out. Millions of Cloverset Pots have been made and used in the last 20-odd years and they still tell the same profitable story. If you've never tried them, order a sample set now.

HERE'S WHY CLOVERSET POTS ARE SUPERIOR TO OTHERS:

1. Lasts a full year or more in the sales frame.
2. Contains roots safely within the soil ball; permits transplanting any time.
3. Has adequate bottom opening for good drainage without water-logging; no gravel necessary.
4. Rests on wide bottom; no blowing over in the frames.
5. Available in sizes to accommodate stock of any salable size.
6. Is neat and uniform in appearance, an asset to the sales area.
7. Tough enough to permit easy handling in potting shed and frame.
8. Easy for customers to remove—at once, a week later or even a month after they take stock home.
9. Lightweight (but with all these qualities) to save on freight costs.
10. . . . and sufficiently low priced so that it may be given away with the plant.

SIZES FOR EVERY NEED

Roses, Perennials, Shrubs and Young Trees

Size	Height	Top Diam.	Nearest Clay Pot	No. in Carton	WEIGHT Per 1000	F.O.B. Kansas City	Cloverset Pot Prices
No. 0	6 1/2 ins.	5 ins.	6 ins.	200	210 lbs.	Per 100 \$4.25 Per 1000 \$40.00	
No. 1	6 1/2 ins.	6 ins.	7 ins.	100	240 lbs.	5.25 50.00	
No. 2	9 ins.	7 ins.	8 ins.	100	535 lbs.	5.75 55.00	
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	6.25 60.00	
No. 4	13 ins.	12 ins.	25	Per 100 133 lbs.	25 pots, \$7.70; 50 pots, \$14.00; 75, \$21.75; 100, \$26.15; 1000, \$231.00.	F.O.B. Kansas City.

Send in the Handy Coupon
for a Sample Set of
Cloverset Pots



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CLOVERSET FARM, DEPT. AN 99
10550 Wornall Rd.,
Kansas City 14, Mo.

- ☐ I enclose 50c; please send me a sample set of Cloverset Pots (limb, one set).
- ☐ Please send me information on Cloverset Pots and Cloverset Rose and Garden Dust.

Name.....

Firm.....

Address.....

City..... Zone... State.....

hotel, Fort Peck, Mont., September 20 to 22. Monday, after registration, a business session will be held from 9:30 to 11:30 a. m. Then, after lunch, a turf meeting will occupy the afternoon from 2:45 until 4:30 o'clock. A banquet will follow a friendship hour from 6 to 7 in the evening.

A field trip to the Fort Peck dam is the feature for Tuesday morning, September 22, from 9 to 11:30 o'clock, followed by lunch and the election of officers. Dr. A. C. Hildriath, Cheyenne experiment station, Cheyenne, Wyo., will moderate a panel discussion from 2 to 4 p. m.

OREGON SUMMER SESSION

Although the Oregon Association of Nurserymen no longer holds a summer meeting, three chapters of the association—the Sunset, Columbia River and Rose City chapters—are sponsoring an Indian summer session at the Gearhart hotel, Gearhart, Ore., September 24 to 26, to which all O. A. N. members and all interested nurserymen are invited.

Registration will begin at noon on Thursday, September 24, with a cocktail hour and buffet supper scheduled for later in the evening. A motion picture will be shown at 8 o'clock, and the evening will conclude with swimming or dancing.

At a business meeting Friday morning, reports will be given by the O. A. N. board of directors and by the Oregon and Washington delegates to the July convention of the American Association of Nurserymen. A panel discussion will also be held at this meeting.

After lunch the nurserymen may participate in or watch two afternoon tournaments—one for golfers and the other for ping-pong players. That evening a cocktail hour at the hotel will precede the western-style beach party, at which prizes will be awarded for the best costumes. A bingo game is scheduled at 9:30 Friday night, and a lategoers' swimming party at 11:30.

Saturday morning will be devoted to games and a hole-in-one tournament, and the last programmed event of the meeting is the luncheon, at which Burnby Bell will speak on "Historical Clatsop County and the Columbia River."

NEW SWEETBRIER ROSE

The University of Nebraska, Lincoln, announces the introduction of the Nicholas sweetbrier rose as a plant for wildlife food and shelter. This release is a seed-grown strain of the common sweetbrier, Rosa

[Continued on page 28]

BAIER LUSTGARTEN AZALEALAND NURSERIES

Northern-grown, hardy azaleas, well-budded, sheared, heavy stock, field-grown, excellent foliage, over 200,000 for fall and spring delivery. All B&B.

	Each		Each		Each
Amoena		Maxwelli		Favorite	
8 ins.	\$0.75	8 ins.	\$0.75	8 ins.	\$0.75
10 ins.	1.00	10 ins.	1.00	10 ins.	1.00
12 ins.	1.25	12 ins.	1.25	12 ins.	1.25
15 ins.	2.00	15 ins.	2.00	15 ins.	2.00
18 ins.	2.50	18 ins.	2.50	18 ins.	2.50
Coral Bells		Louise Gable		Polaris	
8 ins. ....	.75	8 ins.	1.00	8 ins. ....	.75
10 ins.	1.00	10 ins.	1.25	10 ins.	1.00
12 ins.	1.25	12 ins.	1.50	12 ins.	1.25
15 ins.	2.00	15 ins.	2.50	15 ins.	2.00
Hinodegiri		Rose Bud		Beethoven	
Our Hinos are very dark red.		8 ins.	1.00	8 ins. ....	.75
8 ins. ....	.75	10 ins.	1.25	10 ins.	1.00
10 ins.	1.00	12 ins.	1.50	12 ins.	1.25
12 ins.	1.25	15 ins.	2.50	15 ins.	2.00
15 ins.	2.00	18 ins.	3.50	18 ins.	2.50
18 ins.	2.50	24 ins.	6.50	20 ins.	3.50
20 ins.	3.50	Rose Greely		Johann Strauss	
24 ins.	5.00	8 ins.	1.00	8 ins. ....	.75
30 ins.	6.00	10 ins.	1.25	10 ins.	1.00
36 ins.	7.50	12 ins.	1.50	12 ins.	1.25
Orange Beauty, Kurume		15 ins.	2.50	15 ins.	2.00
8 ins. ....	.75	18 ins.	3.50	18 ins.	2.50
10 ins.	1.00	24 ins.	6.50	20 ins.	3.50
12 ins.	1.25	Addy Wery		Lilacina	
15 ins.	2.00	8 ins.	1.00	8 ins. ....	.75
18 ins.	2.50	10 ins.	1.25	10 ins.	1.00
Hino-Crimson		12 ins.	1.50	12 ins.	1.25
8 ins. ....	.75	15 ins.	2.50	15 ins.	2.00
10 ins.	1.00	18 ins.	3.50	18 ins.	2.50
12 ins.	1.25	Apple Blossom, Kurume		20 ins.	3.50
15 ins.	2.00	8 ins. ....	.75	24 ins.	5.00
18 ins.	2.50	10 ins.	1.00	Kaempferi	
Snow		12 ins.	1.25	Hardest of all azaleas; sheared,	
8 ins. ....	.75	15 ins.	2.00	well-budded, heavy.	
10 ins.	1.00	18 ins.	2.50	Othello, Salmon Beauty, Fedora and	
12 ins.	1.25	20 ins.	3.50	Carmen	
15 ins.	2.00	24 ins.	5.00	8 ins. ....	.75
Ledifolia Alba		Daybreak, Kurume		10 ins.	1.00
8 ins. ....	.75	8 ins. ....	.75	12 ins.	1.25
10 ins.	1.00	10 ins.	1.00	15 ins.	2.00
12 ins.	1.25	12 ins.	1.25	18 ins.	2.50
15 ins.	2.00	15 ins.	2.00	20 ins.	3.50
18 ins.	2.50	18 ins.	2.50	24 ins.	5.00
20 ins.	3.50	20 ins.	3.50	30 ins.	6.00
24 ins.	5.00			36 ins.	7.50

Rooted cuttings of all above varieties ready November 1. \$50.00 per 1000.

1-yr., T., \$125.00 per 1000.

Our azalea beds are treated for shipment outside Japanese Beetle zone.

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Long Island's Largest Nurseries

WRITE FOR CATALOG

Your planting season starts in

Jan





January American Home

American Home's 1960 Garden-Planning Issue

This year the garden-selling season starts in January. That's when 3,600,000 families will be poring over American Home's big "Gardening Guide" issue — planning what to grow next year, what supplies and equipment to buy, what catalogues to send away for. Page after page of facts and down-to-earth ideas — telling what's new, what's unusual, how to get the most out of the time, effort and money spent in gardening. Everything from shade trees to rose gardens will be discussed in detail . . . and in beautiful full-color photographs. Don't miss this unique selling opportunity. It's your chance to reach the millions of garden-minded people at the moment they first start to plan their 1960 lawns and gardens. They'll be looking for your ideas in the January issue of American Home.



*A Curtis Magazine read by 3,600,000 families
with a consuming interest in the home*

SHADEMASTER LOCUST

(Plant Patent No. 1515)

Developed at Princeton Nurseries

This now famous tree is the result of many years of painstaking research in which all of the faults common in ordinary Honey Locust were eliminated.

Shademaster Locust is a rapid-growing tree with straight trunk, ascending branches and heavy dark green foliage. It is drought-resistant, deep-rooting and does not heave sidewalks. It transplants easily, and no leaf raking is necessary in the fall.

Nurserymen, arborists and park superintendents agree that it is America's outstanding, upright Thornless Honey Locust.

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Sneed Nursery Co.
Oklahoma City, Okla.

Willis Nursery Co.
Ottawa, Kan.

ONE-YEAR WHIPS

Unit price in quantities

	10 to 50 to	
	49	249
4 to 5 ft.	\$1.90	\$1.50
5 to 6 ft.	2.50	2.00
6 to 7 ft.	3.00	2.50
7 to 8 ft.	3.75	3.00
8 to 9 ft.	4.40	3.50

PRINCETON NURSERYMEN'S RESEARCH ASSOCIATES

P. O. Box 191, Princeton, N. J.



SHADEMASTER LOCUST (Plant Patent No. 1515)

eglanteria, that appears hardier than the type and well adapted for conservation plantings beyond the area to which the well-known multiflora rose is adapted.

The variety was brought to the North Platte experiment station, North Platte, Neb., by A. E. Nicholas, for whom it is named. It appears to be better adapted to the high-lime soils of the western Great Plains than multiflora and somewhat more drought tolerant than that species. It produces an abundance of medium-size red hips that remain on the bushes until the following summer. Flowers are pink and one and one-half inches across. The scented foliage is the reason for the name sweetbrier.

In growth habit the Nicholas sweetbrier is more upright than multiflora and reaches a height of six to eight feet. The canes are heavily armed with strong, hooked thorns that present an impenetrable barrier to the larger predators. The variety spreads slowly by suckering, but the rate of spread seems to be no greater than the layering of the multiflora. It is far less aggressive than the Hansen Hybrid rose, so far as suckering is concerned. It grows readily and rapidly from seeds and makes usable plants the first season.

History records that the plants



Those interested may obtain full information on activities of the society, membership dues, etc., by writing: Charles A. Young, Jr., Secy., Bergner Mansion, Baltimore, Md.

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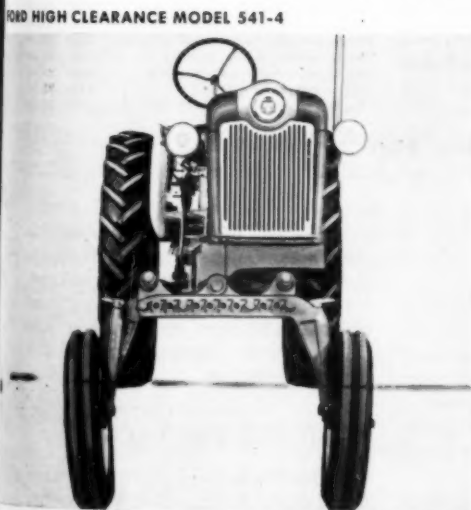
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Describes more than 200 kinds of woody plants and herbaceous perennials. Covers hardiness, planting, general maintenance, winter protection, pruning, propagation and lists of suitable plants.
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FORD HIGH CLEARANCE MODEL 541-4

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1-ROW CULTIVATING—Here's more versatility, more power, more crop clearance and more wheel tread adjustment than has ever been offered in an offset tractor. Choice of two models with 40" to 86" wheel spacings — Ford Regular Offset Tractor with 19.5" full-width clearance; Ford High Clearance Offset Tractor with 24.5" crop clearance.

BUILT-IN BALANCE—Excellent stability provided by factory installation of 325 lbs. of extra weight to right rear axle. No increase in tractor width. No need to remove for change of wheel spacing.

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YOU SEE MORE **FORDS** BECAUSE THEY SAVE MORE MONEY!

QUALITY LINERS FOR FALL, 1959

Seedlings

<i>Abies concolor</i>	100	1000
2-yr., S., 3 to 6 ins.	\$10.00	\$ 75.00
<i>Acer palmatum</i>		
2-yr., T., 6 to 8 ins.	10.00	75.00
Understock	12.00	85.00
<i>Berberis thunbergii atropurpurea</i>		
2-yr., S., 12 to 15 ins.	10.00	75.00
<i>Cercis chinensis</i>		
1-yr., S., 4 to 8 ins.	7.50	
<i>Cornus florida</i>		
1-yr., S., 8 to 12 ins.	6.00	50.00
<i>Crataegus (cordata) phaenopyrum</i>		
1-yr., S., 6 to 12 ins. and up.	6.00	50.00
2-yr., S., 18 to 24 ins. and up	10.00	75.00
<i>Fagus sylvatica</i>		
1-yr., S., 6 to 10 ins.	10.00	85.00
<i>Gymnocladus dioica</i>		
1-yr., S., 8 to 12 ins.	15.00	
<i>Helleborus niger</i>		
1-yr., S.	10.00	75.00
<i>Juniperus virginiana</i>		
1-yr., S.	6.00	50.00
<i>Koeleria paniculata</i>		
1-yr., S., 6 to 8 ins.	10.00	85.00
<i>Laburnum anagyroides</i>		
1-yr., S., 6 to 8 ins.	10.00	75.00
<i>Liquidambar styraciflua</i>		
1-yr., S., 4 to 8 ins.	10.00	75.00
<i>Magnolia kobus</i>		
1-yr., S., 6 to 12 ins.	10.00	75.00
<i>Myrica pensylvanica</i>		
1-yr., S., 4 to 8 ins.	6.00	50.00
<i>Picea abies</i>		
2-yr., S., 4 to 8 ins.	5.00	40.00
3-yr., T., 6 to 8 ins.	7.50	70.00
<i>Picea pungens glauca</i>		
2-yr., S., 4 to 6 ins.	6.00	45.00
3-yr., T., 4 to 8 ins.	12.00	100.00
4-yr., T., 8 to 10 ins.	35.00	250.00
<i>Pinus aristata</i>		
3-yr., S., 4 to 8 ins.	10.00	75.00
<i>Pinus mughus pumilio</i>		
2-yr., S., 3 to 4 ins.	5.00	40.00
<i>Pinus nigra</i>		
2-yr., S., 4 to 8 ins.	4.50	40.00
3-yr., S., 10 to 12 ins.	6.50	50.00
<i>Pinus strobus</i>		
2-yr., S., 6 to 8 ins.	5.00	40.00
<i>Pinus sylvestris</i>		
2-yr., S., 6 to 8 ins.	5.00	40.00
<i>Pinus thunbergii</i>		
2-yr., S., 4 to 8 ins.	6.50	50.00
<i>Pseudotsuga taxifolia glauca</i>		
2-yr., S., 6 to 8 ins.	6.50	50.00
<i>Quercus palustris</i>		
2-yr., S., 18 to 24 ins. and up	15.00	125.00
<i>Sophora japonica</i>		
1-yr., S., 6 to 10 ins.	15.00	120.00
<i>Sorbus aucuparia</i>		
T., 4 to 5 ft. whip.	35.00	250.00
<i>Taxus capitata</i>		
4-yr., T., 6 to 10 ins.	35.00	300.00
<i>Thuja occidentalis</i>		
2-yr., S., 4 to 8 ins.	0.00	50.00
<i>Thuja orientalis</i>		
2-yr., T., 6 to 8 ins.	7.50	65.00
Understock	8.50	75.00
<i>Tsuga canadensis</i>		
T., 6 to 10 ins.	20.00	
T., 10 to 15 ins.	35.00	
<i>Tsuga caroliniana</i>		
3-yr., S., 6 to 8 ins.	12.00	100.00
<i>Ulmus pumila</i>		
1-yr., S., 8 to 12 ins. and up.	2.50	20.00
<i>Viburnum carlesii</i>		
1-yr., S., 6 to 10 ins.	15.00	
<i>Viburnum dentatum</i>		
2-yr., S., 18 to 24 ins.	15.00	125.00
<i>Zelkova serrata</i>		
1-yr., S., 12 to 18 ins.	12.50	100.00

Bedded Stock 2-Yr. Transplants

<i>Azalea calendulacea</i>	10	100
	\$3.00	\$25.00
<i>Azalea mucronulata</i>	3.00	25.00
<i>Azalea poukhanensis</i>	3.00	25.00
<i>Azalea schlippenbachii</i>	3.00	25.00
<i>Berberis thunbergii atropurpurea</i>	2.00	15.00
Crimson Pygmy	2.00	15.00
<i>Chamaecyparis Cyano Viridis</i>	2.00	15.00
<i>Chamaecyparis plumosa aurea</i>	2.00	15.00
Gold Dust	2.00	15.00
<i>Chamaecyparis plumosa</i>	2.00	15.00
<i>Thuja glauca</i>	2.00	15.00
<i>Helleborus niger</i>	2.50	20.00
<i>Helleborus niger</i> , 3-yr. T.	4.00	35.00
<i>Ilex convexa</i>	3.00	25.00
<i>Ilex crenata rotundifolia</i>	3.00	25.00
<i>Leucothoe catesbaei</i>	3.00	25.00
<i>Rhododendron carolinianum</i>	3.00	25.00
<i>Rhododendron hybrid, red</i>	3.50	30.00
<i>Taxus cuspidata andersonii</i>	3.50	30.00
<i>Taxus cuspidata compacta</i>	3.50	30.00
<i>Taxus cuspidata densiformis</i>	4.00	35.00
<i>Taxus cuspidata F. & F.</i>	4.00	35.00
compacta	4.00	35.00
<i>Taxus media brownii</i>	3.50	30.00
<i>Taxus media clifforti</i>	3.50	30.00
<i>Taxus media hatfieldii</i>	3.50	30.00
<i>Taxus media henryi</i>	3.50	30.00
<i>Taxus media hicksii</i>	3.50	30.00
<i>Taxus media Moon's</i>	3.50	30.00
columnaris	3.50	30.00
<i>Taxus media wardii</i>	3.50	30.00
<i>Thuja glauca</i>	2.00	15.00
<i>Viburnum bithellense</i>	3.50	25.00

Bedded Stock 3-Yr. Transplants (Limited Quantity)

<i>Azalea arboreocens</i>	4.00	35.00
<i>Azalea mucronulata</i>	4.00	35.00
<i>Azalea schlippenbachii</i>	4.00	35.00
<i>Enkianthus campanulatus</i>	4.00	35.00
<i>Pieris japonica</i>	4.00	35.00
<i>Rhododendron hybrid</i>	4.00	35.00
<i>Rhododendron hybrid x smirnowi</i>	4.00	35.00

1-Yr. Grafts from 2 1/4-In. Pots

<i>Acer palmatum atropurpureum</i>		
Oshio Beni	8.50	75.00
<i>Acer palmatum atropurpureum</i>	8.50	75.00
Bloodgood	7.50	65.00
<i>Cornus florida rubra Prosser</i>	8.50	75.00
<i>Cornus kousa chinensis</i>	7.50	65.00
<i>Hamamelis mollis</i>	7.50	65.00
<i>Ilex opaca Judge Brown</i>	8.50	75.00
<i>Ilex opaca xanthocarpa</i>	8.50	75.00
<i>Juniperus scopulorum Blue Haven</i>	7.50	65.00
<i>Thuja orientalis aurea nana</i>	6.50	55.00

Rooted Cuttings from 2 1/4-In. Pots

<i>Azalea Delaware Valley White</i>	3.00	20.00
<i>Azalea vaseyi</i>	3.00	20.00
<i>Berberis julianae</i>	3.00	20.00
<i>Berberis thunbergii atropurpurea</i>	3.00	20.00
Crimson Pygmy	3.00	20.00
<i>Berberis verruculosa</i>	3.50	25.00
<i>Buxus handsworthii</i>	3.00	20.00
<i>Buxus koreana</i>	3.00	20.00
<i>Buxus sempervirens</i>	3.00	20.00
<i>Chamaecyparis Cyano Viridis</i>	3.00	20.00
<i>Chamaecyparis filiformis aurea</i>	3.00	20.00
<i>Chamaecyparis plumosa Gold</i>	3.00	20.00
Dust	3.00	20.00
<i>Chamaecyparis plumosa sulphurea</i>	3.00	20.00
<i>Cornus mas</i>	3.50	25.00

Rooted Cuttings from 2 1/4-In. Pots (continued)

<i>Cotoneaster adpressa praecox</i>	10	100
	\$3.00	\$20.00
<i>Cotoneaster aspera decidua</i>	3.00	20.00
<i>Cotoneaster horizontalis</i>	3.00	20.00
<i>Cotoneaster horizontalis</i>	3.00	20.00
perpusilla	3.00	20.00
<i>Cotoneaster salicifolia</i>	3.00	20.00
<i>Cotoneaster salicifolia floecosa</i>	3.00	20.00
<i>Enkianthus alatus compactus</i>	3.00	20.00
<i>Euonymus alatus compactus</i>	3.00	20.00
<i>Euonymus carrierei</i>	3.00	20.00
<i>Euonymus vegetus</i>	3.00	20.00
<i>Franklinia alatamaha</i> , 8 to 12 ins.	5.00	40.00
<i>Ilex crenata convexa</i>	3.00	20.00
<i>Ilex crenata helleri</i>	3.00	20.00
<i>Ilex crenata hetzi</i>	3.00	20.00
<i>Ilex crenata microphylla</i>	3.00	20.00
<i>Ilex glabra</i>	3.00	20.00
<i>Ilex opaca</i> (6 to 8 ins. in the following named varieties)	5.00	40.00
Cheerful		
Christmas Tide		
Clark		
Delia Bradley		
Farage		
Arden		
Femina No. 16		
<i>Ilex opaca mascula</i>	5.00	40.00
<i>Juniperus depressa plumosa</i>	3.00	20.00
<i>Juniperus horizontalis Bar Harbor</i>	3.00	20.00
<i>Juniperus horizontalis wilsoni</i>	3.00	20.00
glauca	3.00	20.00
<i>Juniperus pfitzeriana</i>	3.00	22.50
<i>Juniperus pfitzeriana compacta</i>	3.00	22.50
<i>Juniperus pfitzeriana nana</i>	3.00	22.50
<i>Juniperus glauca hetzi</i>	3.00	22.50
<i>Juniperus sargentii</i>	5.00	40.00
<i>Juniperus stricta</i>	3.00	20.00
<i>Magnolia rustica rubra</i>	4.50	35.00
<i>Oxydendrum arboreum</i>	3.00	22.50
<i>Pieris japonica</i>	3.00	20.00
<i>Prunus laurocerasus schipkensis</i>	3.00	20.00
<i>Pyracantha coccinea lalandi</i>	3.00	20.00
<i>Pyracantha coccinea Lowboy</i>	3.00	20.00
<i>Rhododendron wilsoni</i>	5.00	40.00
<i>Taxus baccata repandens</i>	3.50	25.00
<i>Taxus canadensis stricta</i>	3.50	22.50
<i>Taxus cuspidata aurea</i>	3.50	25.00
<i>Taxus cuspidata capitata</i>	3.50	25.00
<i>Taxus cuspidata compacta</i>	3.50	22.50
<i>Taxus cuspidata densiformis</i>	3.50	22.50
<i>Taxus cuspidata F. & F. compacta</i>	3.50	22.50
<i>Taxus cuspidata nana</i>	3.50	22.50
<i>Taxus hunnewelliana</i>	3.50	22.50
<i>Taxus media brownii</i>	3.50	22.50
<i>Taxus media clifforti</i>	3.50	22.50
<i>Taxus media Halloran</i>	3.50	22.50
<i>Taxus media hatfieldii</i>	3.50	22.50
<i>Taxus media henryi</i>	3.50	22.50
<i>Taxus media hicksii</i>	3.50	22.50
<i>Taxus media kelseyi</i>	3.50	22.50
<i>Taxus media Vermeulen</i>	3.50	22.50
<i>Taxus media wellseleyana</i>	3.50	22.50
<i>Thuja occidentalis globosa</i>	3.00	20.00
Howe Type	3.00	20.00
<i>Thuja occidentalis globosa novum</i>	3.00	20.00
<i>Thuja occidentalis nigra</i>	3.00	20.00
<i>Thuja occidentalis pyramidalis</i>	3.00	20.00
<i>Thuja occidentalis recurva nana</i>	3.00	20.00
<i>Thuja occidentalis reevesii</i>	3.00	20.00
<i>Thuja orientalis aurea nana</i>	3.50	25.00
<i>Thuja orientalis Bonita</i>	3.50	25.00
<i>Thuja orientalis elegantissima</i>	3.50	25.00

HESS' NURSERIES

P. O. Box 128

WAYNE, N. J.

from which the variety is descended were brought to southeast Kansas about 1870 by Mr. Melvin, and the strain has been growing continuously on the same farm since that time.

SAN MATEO FIESTA

[Concluded from page 16]

commuter's garden, planted exclusively with cacti and requiring a minimum amount of care and watering. The Nix Nursery, Castro Valley, featured a water garden and lined the reflection pool with tree fuchsias, hanging fuchsias and a multitude of shade plants. The covered

patio had modern wicker furniture and a slab floor.

Amateur Displays

The amateurs showed continued improvement in the design and execution of their displays, and they are an increasingly important part of the fiesta in that they create a year-round interest in it among the members of the competing clubs and other home gardeners.

The flower growers of the area were represented by educational displays of the California Chrysanthemum Growers Association and the Northern California Carnation

Growers Association. As it had been in the past, the fiesta's success this year was secured by the cooperation of the bay area horticulturists and the year-round planning and work of the men and women who make up the management of this annual event.

HONOR FRED MAHAN

Tribute was paid recently to Fred A. Mahan, Monticello, Fla., owner of one of the largest nurseries in that state, Monticello Nursery Co., when he was chosen by the Monticello American Legion group to be hon-

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5 1/2"
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9"

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Height	Top Diameter	Bottom Diameter
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5½"	5"	4"
6½"	6"	4½"
9½"	7"	5½"



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Please send me literature and price information on Bird Growing Containers.

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ENOUGH TALK!

NOW IS THE TIME TO BUY



This year's field of 2 and 3-yr.

RHODODENDRONS

35,000 plants of popular ironclad varieties, with all larger plants bushy and well-budded.

WELLS NURSERY

P. O. Box 141

Red Bank, N. J.



ored at the city's 11th watermelon festival. He was presented a plaque by state senator W. Turner Davis.

Born at Dodge City, Kan., in 1886, Mr. Mahan went to Monticello in 1910, after 25 years spent in Kansas and northern Illinois, where he learned the nursery business from his maternal grandfather. He first won fame in 1925 by developing the Mahan pecan, an improvement over the Schley variety. In 1956 he developed the Mahan-Stuart variety, a larger and thinner-shelled nut than the original Stuart.

One of Mr. Mahan's favorite projects includes the landscaping of the highway between Monticello and Tallahassee, Fla., which was begun in the early 1930's. The 26-mile road was dedicated in 1948 as Mahan drive. Mahan park, located at the west edge of Monticello, is one of Jefferson county's most beautiful spots and is well known for its Christmas decorations.

Mr. Mahan is probably best known for his generous philanthropic endeavors. His donations of planting material began early in his nursery career and extend across the country as well as to numerous courthouses in Florida, churches, schools and public buildings. He also contributed all the plantings for the

SPECIAL FALL LIQUIDATION SALE

Due to lack of experienced help we have decided to close out our entire stock of **FIELD-GROWN JAPANESE RED MAPLES** at greatly reduced prices. We feel we have the finest block of **SPECIMEN PLANTS** in the vicinity. They are all **GRAFTED, WELL-PRUNED, VERY BUSHY PLANTS**. Most of them are bright red **OSHIU BENI STRAIN** with a few of the dark **BLOODGOOD** variety. We suggest you inspect this stock.

	Each
327 9 to 12 ins., B.R.....	\$1.60
884 12 to 15 ins., B.R.....	2.20
1286 15 to 18 ins., B.R.....	2.70
474 18 to 24 ins., B.R.....	3.30
80 30 to 36 ins., B.R.....	5.80

If customer digs deduct 10% additional. Packing at cost. Nursery pickup only on balled and burlapped stock which can be arranged for 20% additional. Bids on the entire lot will be given careful consideration.

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P. O. Box 453 Phone: Gilbert 4-6639
516 Stevens Ave. Ridgewood, N. J.

Azaleas—both budded and lining-out stock—are our specialty. See our classified ads.

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Evergreen Seedlings and Transplants
Pines, Firs, Spruces, Arborvitae, Hemlock, etc.

Free wholesale price list.

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553 Church St. Indiana, Pa.

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Palem
Paul R
Phillip
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Prince
Francis
Queen
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Scarlet
Scarlett
Scotch
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Rainbow
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Rainbow
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Fantasy
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Gadelin
Orange
Pierson
Red Cha
Sunshine
Texas G
Theresa
Violet Q
Rainbow
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Advance
Albino, I
Artist, S
Carrara
Golden H
G. W. Le
Ingleco
Marshall
Mrs. J. T
Northern
Owl Owl
Princess
Boss W
Smiling
S. Mottet
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Capt. Fry
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White Du
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IMPORTED HOLLAND BULBS

Exhibition Quality — Prompt Service — True to Name — Up to Size

**ALL
PRICES
PER
1000**

TULIPS and CROCUS—100 of a variety and size at 1000 rate.
HYACINTHS and NARCISSI—50 of a variety and size at 1000 rate.
IRIS and MISCELLANEOUS BULBS—250 of a variety and size at 1000 rate.
Orders should be in multiples of 50, 100 or 250 as shown above.

DARWIN TULIPS

Afterglow, Orange-rose	12 cm.	11 to and up 12 cm.
Albright, Carmine-red	45.00	40.00
American Flag, Red and white	60.00	50.00
Aristocrat, Soft violet-rose	45.00	40.00
Bartigon Max, Crimson-red	45.00	40.00
Bleu Aimable, Heliotrope-blue	45.00	40.00
Campfire, Blood-red	45.00	40.00
Charles Needham, Scarlet-red	55.00	50.00
City of Haarlem, Vermilion	60.00	55.00
Clara Butt, Salmon-pink	45.00	40.00
Copland's Purple, Purple	40.00	35.00
Cordell Hull, Blood-red on white	55.00	50.00
Demeter, Reddish-purple	45.00	40.00
Duke of Wellington, White	55.00	50.00
Farncombe Sanders, Scarlet	45.00	40.00
Giant, Purple	55.00	50.00
Glacier, Ivory-white	55.00	50.00
Golden Age, Deep yellow	45.00	40.00
Golden Measure, Deep yellow	40.00	35.00
Insurpassable, Violet	45.00	40.00
King George V, Bright red	45.00	40.00
La Tulipe Noire, Purple-black	45.00	40.00
Manassas, Buttercup-yellow	45.00	40.00
Margaux, Bordeaux-red	50.00	45.00
Montgomery, White edged red	55.00	50.00
Mrs. Gruttemans, Creamy-white	50.00	45.00
Niphetos, Sulphur-yellow	45.00	40.00
Palemang, Soft yellow	45.00	40.00
Paul Richter, Geranium-lake	45.00	40.00
Philip Snowden, Carmine-rose	45.00	40.00
Pride of Haarlem, Cerise	45.00	40.00
Pride of Zwanenburg, Salmon	50.00	45.00
Princess Elizabeth, Rose	45.00	40.00
Prunus, Salmon-pink	45.00	40.00
Queen of Night, Purplish-black	40.00	35.00
Red Pitt, Dark blood-red	45.00	40.00
Scarlet Leader, Blood-red	45.00	40.00
Scarlet Sensation, Scarlet-red	45.00	40.00
Scarlett O'Hara, Geranium-lake	85.00	80.00
Scotch Lassie, Deep lavender	45.00	40.00
Sunkist, Deep yellow	45.00	40.00
The Bishop, Violet-purple	45.00	40.00
White Giant, Pure white	50.00	45.00
Wm. Copland, Pale magenta	40.00	35.00
Wm. Pitt, Cochinal-red	45.00	40.00
Yellow Giant, Golden-yellow	40.00	35.00
Zwanenburg, Pure white	55.00	50.00
Rainbow Darwin Mixture	40.00	35.00

BREEDER TULIPS

Dillenber, Orange terra cotta	45.00	40.00
George Grappe, Lavender-blue	50.00	45.00
Louis XIV, Violet, tawny margin	60.00	55.00
Tantalus, Yellow shaded purple	55.00	50.00
Velvet King, Purple-violet	50.00	45.00
Rainbow Breeder Mixture	45.00	40.00

PARROT TULIPS

Black Parrot, Glossy black	45.00	40.00
Blue Parrot, Violet-blue	40.00	35.00
Discovery, Violet, edged white	60.00	55.00
Fantasy, Salmon-pink	45.00	40.00
Fire Bird, Intense scarlet	45.00	40.00
Gadelan, Violet, large flower	95.00	90.00
Orange Favorite, Orange	45.00	40.00
Pierson Parrot, Deep blood-red	45.00	40.00
Red Champion, Cochineal-red	55.00	50.00
Sunshine, Golden-yellow	55.00	50.00
Texas Gold, Yellow, very fine	45.00	40.00
Therese, Cardinal-carmine	50.00	45.00
Violet Queen, Violet-blue	65.00	60.00
Rainbow Parrot Mixture	45.00	40.00

COTTAGE TULIPS

Advance, Scarlet, tinted cerise	45.00	40.00
Albino, Pure white	45.00	40.00
Artist, Salmon-pink and green	110.00	100.00
Carrara, White	45.00	40.00
Golden Harvest, Deep yellow	40.00	35.00
G. W. Leak, Geranium-lake	55.00	50.00
Inglescombe Yellow, Yellow	40.00	35.00
Marshall Haig, Scarlet-red	50.00	45.00
Mrs. J. T. Scheepers, Yellow	55.00	50.00
Northern Queen, White, pink	50.00	45.00
Ossi Oswald, White and rose	50.00	45.00
Princess Marg, Rose, Yellow, red	40.00	35.00
Rosy Wings, Apricot-pink	55.00	50.00
Smiling Queen, Rose-red	55.00	50.00
S. Mottet, White, tinted rose	55.00	50.00
White City (Mt. Erebus), White	50.00	45.00
Rainbow Cottage Mixture	40.00	35.00

LILY-FLOWERED TULIPS

Capt. Fryatt, Garnet-red	55.00	50.00
Golden Duchess, Deep yellow	60.00	50.00
Mariette, Deep salmon-rose	45.00	40.00
Queen of Sheba, Brownish-red	65.00	60.00
White Duchess, White	55.00	50.00
Rainbow Lily-Flowered Mixture	45.00	40.00

SINGLE EARLY TULIPS

Couleur Cardinal, Deep scarlet	12 cm.	11 to and up 12 cm.
Crown Imperial, Red and yellow	55.00	50.00
Gen. De Wet, Orange, scented	55.00	50.00
Ibis, Deep rose-carmine	55.00	50.00
Keizerskroon, Red, yellow edge	55.00	50.00
Olympiade, Yellow, large	48.00	42.00
Prince Carnaval, Yellow, red	55.00	50.00
Prince of Austria, Orange-red	55.00	50.00
Sunburst, Yellow, flushed red	48.00	42.00
Ursa Minor, Golden-yellow	48.00	42.00
White Hawk, Large, pure white	65.00	60.00
Rainbow Single Early Mixture	48.00	42.00

DOUBLE EARLY TULIPS

Bonanza, Red, edged yellow	55.00	50.00
Electra, Deep carmine	60.00	55.00
Marechal Niel, Yellow-orange	60.00	55.00
Mr. Van der Hoeft, Pure yellow	60.00	55.00
Muriel Max, White, flushed pink	60.00	55.00
Orange Nassau, Orange-scarlet	60.00	55.00
Peachblossom, Deep rose	60.00	55.00
Schoonoord, Pure white	65.00	60.00
Rainbow Double Early Mixture	55.00	50.00

DOUBLE LATE TULIPS

Blue Flag, Violet-blue	45.00	40.00
Clara Carder, Purple, white base	55.00	50.00
Coxa, Orange-red, edged white	55.00	50.00
Eros, Lilac-rose	60.00	55.00
Lilac Perfection, Lilac	55.00	50.00
Livingstone, Red, yellow base	55.00	50.00
Mount Tacoma, Pure white	55.00	50.00
Nizza, Yellow, striped red	55.00	50.00
Palette, Lilac-red, edged yellow	55.00	50.00
Rocket, Cherry-red, Eros sport	65.00	60.00
Symphonia, Cherry-red	55.00	50.00
Uncle Tom, Deep maroon-red	55.00	50.00
Rainbow Double Late Mixture	55.00	50.00

BOTANICAL TULIPS

Clusiana, Crimson and white	70.00	65.00
Eichleri, Large crimson-scarlet	65.00	60.00
Kaufmanniana, White, tinted red	60.00	55.00
Marijettii, Yellow, flamed red	40.00	35.00
Præstans, Type, Carmine-scarlet, Tall	60.00	55.00
Præstans, Fusilier, Scarlet, dwarf	120.00	110.00
Princeps, Orange-red	12 cm.	11 to and up 12 cm.
Red Emperor, Fiery-red	80.00	75.00

CROCUS BULBS

Prices per 1000	7 to 8 to 9 to 10 cm.	10 cm. and up
Blue, Purple Mixed	\$10.00	\$14.00
White and striped	15.00	20.00
Yellow	8.00	10.00

NARCISSI

PRICES per 1000	50 at the 1000 rate.	D.N.	D.N.	D.N.
		No. 1	No. 2	No. 3
Actaea	90.00	75.00	60.00	45.00
Beersheba	115.00	90.00	70.00	55.00
Cheerfulness	85.00	60.00	45.00	30.00
Cragford	115.00	90.00	75.00	60.00
Daisy Schaeffer	95.00	80.00	65.00	50.00
Duke of Windsor	200.00	150.00	120.00	90.00
Flower Carpet	110.00	90.00	70.00	50.00
Fortune	95.00	80.00	65.00	50.00
Franciscus Drake	95.00	80.00	65.00	50.00
Geranium	85.00	65.00	45.00	30.00
Golden Harvest	135.00	110.00	90.00	70.00
Hellios	85.00	70.00	50.00	35.00
Imperator	100.00	85.00	65.00	50.00
Inglescombe	95.00	80.00	65.00	50.00
King Alfred	95.00	75.00	60.00	45.00
Laurens Koster	85.00	65.00	45.00	30.00
Magnificence	95.00	75.00	60.00	45.00
Mount Hood	85.00	65.00	45.00	30.00
Mrs. E. H. Krelage	95.00	80.00	65.00	50.00
Mrs. R. O. Backhouse	90.00	75.00	60.00	45.00
Pres. Le Brun	100.00	85.00	65.00	50.00
Queen of Bicolors	115.00	90.00	70.00	50.00
Rembrandt	110.00	90.00	70.00	50.00
Scarlet Elegance	100.00	85.00	65.00	50.00
Spring Glory	100.00	85.00	65.00	50.00
Texas	95.00	80.00	65.00	50.00
Twink	95.00	80.00	65.00	50.00
Unsurpassable	140.00	110.00	90.00	70.00
William the Silent	140.00	110.00	90.00	70.00
World's Favorite	110.00	90.00	70.00	50.00
Trumpet Mixture	90.00	70.00	55.00	40.00
All Types Mixture	85.00	65.00	50.00	35.00

HYACINTHS

Bismarck, Best early sky-blue	19 cm. up	18 cm. up
Carnegie, Pure white, Compact spike	15.00	14.50
City of Harlem, Lemon-yellow	17 to 18 cm.	12.00
Delft's Blue, Bright porcelain-blue	16 to 17 cm.	10.50
Dr. Stresemann, Pure clear blue	15 to 16 cm.	9.00
Grand Maitre, Porcelain-blue	14 to 15 cm.	7.50
Jan Bos, Brilliant carmine-red		
King of the Blues, Deep Oxford-blue		
Lady Derby, Light pink		
La Victoire, Deep carmine-red		
L'Innocence, Pure white		
Marconi, Deep rose-pink		
Ostara, Pure porcelain-blue		
Pink Pearl, Rich deep pink		
Queen of the Pinks, Bright rose-pink		
Queen of the Whites, Pure white		

Per 100	Per 1000
19 cm. up	\$16.00
18 to 19 cm.	14.50
17 to 18 cm.	12.00
16 to 17 cm.	10.50
15 to 16 cm.	9.00
14 to 15 cm.	7.50

IRIS—HOLLAND-GROWN

Prices per 1000	8 cm.	7 to 6 to
	and up 8 cm.	7 cm.
250 at the 1000 rate		
Golden Emperor	\$30.00	\$20.00
Golden Harvest	30.00	20.00
H. C. Van Vliet	22.00	15.00
Imperator	30.00	20.00
White Excelsior	25.00	15.00
White Superior	30.00	18.00
Yellow Queen	22.00	14.00
Rainbow Mixture	30.00	20.00

MISCELLANEOUS BULBS

Top size, 250 at 1000 rate	Per 100	Per 1000
Chionodoxa, Blue or white	\$2.50	\$15.00
Eranthus Hyemalis	3.00	25.00
Freemias, Red, yellow, white	6.00	50.00
Fritillaria Imperialis	90.00	
Fritillaria Meleagris	3.00	25.00
Galanthus, Single Type	4.00	30.00
Galanthus, Double Type	6.00	50.00
Hyacinthus (Roman), Blue or white	10.00	90.00
Iris Cajanus	2.50	20.00
Iris Reticulata	3.50	25.00
Muscari Armeniacum	2.00	15.00
Muscari Early Giant	2.50	15.00
Scilla Campanulata	3.00	25.00
Scilla Sibirica	2.50	20.00
Scilla Spring Beauty	5.00	40.00

TULIP MIXTURES

Domestic Stock	Per 100	Per 1000
6 to 7 cm.	\$6.00	
7 to 8 cm.	\$1.25	8.00
8 to 9 cm.	1.50	10.00
Japanese-Grown (Very Fine)		
10 to 11 cm.	2.50	20.00
11 to 12 cm.	3.00	25.00
12 cm. and up	3.50	30.00

NARCISSUS MIXTURE

Domestic stock, blooming-size bulbs, 10 to 12 cm. Mixed varieties, \$1.50 per 100; \$12.00 per 1000. 12 to 14 cm. Mixed varieties, \$2.00 per 100; \$16.00 per 1000.	
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WEDGWOOD IRIS

Japanese-Grown. Fine, large, clean bulbs, passed by U. S. Dept. of Agriculture.		
	Per 100	Per 1000
9 to 10 cm.	\$2.00	\$15.00
10 cm. and up	2.50	20.00

LILUM CANDIDUM

Northern French Grown	Per 100	Per 1000
20 to 22 cm.	\$16.00	\$150.00
22 to 24 cm.	18.00	170.00
24 to 26 cm.	20.00	190.00
26 to 28 cm.	24.00	230.00
28 to 30 cm.	27.00	260.00
30 to 32 cm.	30.00	290.00
32 to 35 cm.	35.00	340.00

CALLA AETHIOPICA

1 1/2 to 2 ins.	Per 100	Per 1000
	\$26.00	\$250.00
NARCISSUS PAPERWHITE		
Italian-Grown	Per 100	Per 1000
13 to 14 cm.	\$ 7.00	\$65.00
14 to 15 cm.	8.50	80.00
15 to 16 cm.	9.50	90.00
16 cm. up	10.00	95.00

GROWERS EXCHANGE, INC.

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FARMINGTON, MICH.

KOSTER NURSERY

Bridgeton, N. J.

We grow as fine TAXUS as can be grown.

**Cuspidata
Hunnewelliana**
8 to 10 ins., \$1.25
10 to 12 ins., 1.75

**Hatfieldi
Hicksi**
12 to 15 ins., \$2.25
15 to 18 ins., 3.00

**Brevifolia Type
Intermedia**
18 to 24 ins., \$3.75
2 to 2½ ft., 5.50

Brevifolia Nana—Baccata Repandens—Capitata

PRICED SLIGHTLY HIGHER

AND

JUNIPERS Hetzi — Andorra — Pfitzer — Stricta
12 to 15 ins., \$1.25 15 to 18 ins., \$1.50 18 to 24 ins., \$1.75 2 to 3 ft., \$2.50

AS WELL AS

THUJA Elegantissima — Pyramidalis — Pyramidalis Nigra

Douglasi Aurea — Woodwardi

10 to 12 ins., \$1.00 12 to 15 ins., \$1.25 15 to 18 ins., \$1.50
18 to 24 ins., 1.75 2 to 2½ ft., 2.00 2 to 3 ft., 2.25

**WE
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GROW**

**RHODODENDRONS
AZALEAS
PIERIS**

**ILEX
JAPANESE MAPLES
DOGWOOD**

**MAGNOLIAS
HYDRANGEAS
KOSTER SPRUCE**

A DIVISION OF SEABROOK FARMS, INC.

beautification of the Dan McCarthy highway between Vero Beach, Fla., and Fort Pierce, Fla.

Occupying nearly 700 acres, Mr. Mahan's nursery is managed by A. N. Watson, also mayor of Monticello. Mr. Watson has been with Mr. Mahan for about 37 years, and Mrs. Helen Murdock has worked in the nursery's office for 30 years.

WINS BAGATELLE AWARD

Garden Party, the 1960 All-America award winning hybrid tea produced by the Armstrong Nurseries, Ontario, Calif., was judged the most beautiful rose of the year and won the gold medal award at the International Concourse of New Roses at Bagatelle Gardens, Paris, France. The new hybrid is described as the first successful cross of two famous roses, Charlotte Armstrong and Peace.

The trials at Bagatelle Gardens, one of the most famous of all international rose trials, last over a 2-year period and are conducted in the gardens of the famous chateau that dates back to the reign of Louis XV. The estate, purchased in 1904 by the city of Paris, is a part of the historic Bois de Boulogne and the park system of Paris.

PYRACANTHA

Well-berried, heavy, staked, trained. Highest quality for immediate landscape use. Single or multiple stems.

Coccinea and
coccinea lalandi.



5-gal. cans, 2 ft. and up, \$400.00 per 100

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Red Bank, N. J.

J & P

**EVERGREENS
SHADE TREES**

**SHRUBS, VINES
HEDGE PLANTS, etc.**

In good assortment.

Jackson & Perkins Co.
NEWARK, NEW YORK STATE

**Your Nursery can profit from
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unique, fast-selling**

SUNBURST



COLE HELPS YOU MAKE MONEY by selling your customers through sales-producing advertising and publicity in national home and gardening magazines. Nursery and garden store owners everywhere find these advertised brands easier and more profitable to sell. Be ready to meet the demand when your customers ask for them by name.

COLE HELPS YOU SELL with free newspaper mats and low-cost electros for your local tie-in advertising. Full color, four page folders and other selling helps are supplied at cost. Ask for our sales aid bulletin.

Spectacular SUNBURST
(Plant Patent No. 1313)

The sensational, new two-color tree with brilliant yellow foliage on branch tips. It appears to burst with bloom all summer long.

Stock these patented Cole specialities for 1959 profits



Cole's New IMPERIAL

(Plant Patent No. 1605)

The graceful, spreading, new Honeylocust that grows strong and straight without staking. A favorite of landscape men and tree experts.



Cole's new SKYLINE

(Plant Patent No. 1619)

Distinctive, stately variety with strong trunk and shapely crown. Needs no staking. Dark green foliage has heavy, leathery texture.



Cole's New MAJESTIC

(Plant Patent No. 1534)

A clean, graceful, symmetrically-branched tree. Produces a straight, sturdy trunk and compact crown without staking or special trimming.



Cole's New TALLHEDGE

(Plant Patent No. 1388)

A thornless, glossy Columnar Buckthorn that grows to 12 feet. Ideal for tall, narrow, dense hedges or screens. Bears colorful berries.



Cole assures you a dependable supply of 360 varieties of ornamental and shade trees, evergreens, deciduous shrubs and hard-to-find items. The high quality of Cole nursery stock is the result of three-quarters of a century of experience. Our modern, mechanized methods, ideal soil conditions and large-scale operations produce better plants at lower cost. We can fill your order promptly in large or small quantity. You can be sure of getting healthy, sturdy plants with more compact, uninjured root systems when you order from Cole. Send for our new catalog today.

**LARGE QUANTITIES
360 VARIETIES
WRITE FOR CATALOG**

THE COLE NURSERY CO.
PAINESVILLE, OHIO

**OHIO'S LARGEST
WHOLESALE NURSERY
ESTABLISHED 1881**

PIERSON QUALITY EVERGREEN LINERS

5-yr., Twice Transplanted	100 rate	1000 rate
<i>Taxus andersoni</i>	\$70.00	\$650.00
<i>Taxus cuspidata</i>	65.00	600.00
<i>Taxus nana erecta</i>	75.00	700.00
<i>Taxus Halloran</i>	65.00	600.00
<i>Taxus hatfieldi</i>	75.00	700.00
<i>Taxus mooni</i>	75.00	700.00
<i>Taxus hicksi</i>	65.00	600.00
<i>Taxus stovekeni</i>	65.00	600.00
<i>Taxus thayerae</i>	65.00	600.00

4-yr., Twice Transplanted		
<i>Taxus andersoni</i>	60.00	550.00
<i>Taxus cuspidata</i>	50.00	450.00
<i>Taxus nana erecta</i>	60.00	550.00
<i>Taxus stovekeni</i>	50.00	450.00
<i>Taxus densiformis</i>	60.00	550.00
<i>Taxus hicksi</i>	50.00	450.00
<i>Taxus browni</i>	60.00	550.00
<i>Taxus thayerae</i>	50.00	450.00
<i>Taxus hatfieldi</i>	60.00	550.00
<i>Taxus Halloran</i>	50.00	450.00

3-yr., Twice Transplanted		
<i>Thuja nigra</i>	45.00	400.00
<i>Thuja boothi</i>	45.00	400.00

2-yr., Once Transplanted		
<i>Taxus andersoni</i>	30.00	250.00
<i>Taxus cuspidata</i>	30.00	250.00
<i>Taxus hicksi</i>	30.00	250.00
<i>Taxus Halloran</i>	30.00	250.00
<i>Taxus mooni</i>	30.00	250.00

QUANTITY PRICES

On 2-yr., once transplanted, order of 2500 plants or more,
\$200.00 per 1000 shall apply.

WRITE FOR LIST OF B&B MATERIAL.

A. N. PIERSON, INC.

Cromwell, Conn.

Phone Middletown, Diamond 7-2511

ROSES

Central Pennsylvania Grown
2-yr.-old, field-grown plants.
Hybrid Teas—Floribundas—Climbers

EVERGREENS

Landscape Material
Twice transplanted, regularly sheared.
Young, salable evergreens for cash-and-carry
trade of garden shops, roadside markets and
nurseries.

Write for wholesale price list.

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Harrisburg, Pa.

Phone: Harrisburg, KI 5-5417

5 miles east of Harrisburg on U. S. Rt.
22, turn north at Inn 22, nursery 1 mile
north of U. S. Rt. 22.

"Treat's Trees"

TAXUS

Certified for western shipment.

BOLTON EVERGREEN NURSERIES

R. F. D. No. 2 Manchester, Conn.

Phone: Mitchell 9-2377

Growers of a general line
of nursery stock.
Visitors welcome.

FAIRVIEW EVERGREEN NURSERIES

FAIRVIEW, Erie Co., PA.

OBITUARY

Hachisaku Asakawa

Hachisaku Asakawa, director of the Presidio Nursery, San Diego, died July 14 at a local hospital. He was 77 years old. Coming to the United States in 1910, Mr. Asakawa and his family originally operated a 10-acre farm on the site of the present nursery, which was opened in 1949. He is survived by his widow, Osamu; two sons, Moto, vice-president of the San Diego chapter, California Association of Nurserymen, and George, and four grandsons.

Henry L. Harrison

Henry L. Harrison, Berlin, Md., died early in July while staying at Harrison Hall, Atlantic City, Md., a hotel owned by one of his brothers. He was 62. Along with his brothers, G. Hale Harrison and Orlando Harrison, Jr., he had operated Harrison's Nurseries, Berlin, which consisted of 5,000 acres until much of it was recently changed to a farming and poultry-producing area.

Charles A. Lezzena

Charles A. Lezzena, 77, a landscape gardener in Marin county, California, for the past 60 years, died July 19 after a brief illness. Born in France, Mr. Lezzena was brought to Marin county when he was 6 months old and had lived at San Anselmo since 1900. During his career as a landscape gardener he laid out many of the gardens in Marin tracts, including the Highlands, and at Ross. He was a member of Mira Monte Camp 359, Woodmen of the World. Survivors include a son, Charles B.; a daughter, Mrs. Helen Wagner; a sister, and four brothers.

IOWA MEETING

[Concluded from page 12]

age area made of steel and concrete blocks. Stock from several affiliate nurseries is transported here and then reshipped to customers.

That evening the nurserymen were served cocktails and dinner at the home of D. S. Lake, president of Shenandoah Nurseries. Several of the nurserymen made use of the swimming pool and all admired the attractive gardens.

The following morning, those nurserymen who had missed the previous days' scheduled tours, were guided on another trip by representatives of Shenandoah Nurseries and Mount Arbor Nurseries.

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601-6

PH



Vaughan's Seed Co. for - - -

Quick Profits in Modern Packaged Bulbs

These full-color window packages sell themselves. Designed for spontaneous sales, these packages are complete with dazzling color picture and complete cultural directions.

Display them with bulb planters, bulb food—by the cashier or in mass displays. With packaged bulbs there are no complaints of accidental mixing or damaged bulbs. All displays stay clean and neat.

Make your own assortment—one variety or as many as 24 different varieties in each carton. Or make your own selection based on the varieties your customers prefer. Packed 24 boxes per carton.

May we suggest:

COLLECTION A—22 boxes of most popular sellers of Tulips, Hyacinths, Narcissi and Crocus... **\$11.00**

COLLECTION B—44 boxes of a fast turnover selection... **22.00**

OUR SUGGESTED RETAIL PRICE PER BOX—\$1.00

	Bulbs per Box	Price per Box		Bulbs per Box	Price per Box
DARWIN TULIPS					
City of Haarlem, scarlet, 11 to 12 cm.....	10	\$0.50	PARROT TULIPS		
Farncombe Sanders, red, 11 to 12 cm.....	12	.50	Blue Parrot, blue, 11 to 12 cm.....	10	\$0.50
Northern Queen, white striped pink, 11 to 12 cm.....	10	.50	Fantasy, salmon-pink, 11 to 12 cm.....	10	.50
Princess Elizabeth, rose, 11 to 12 cm.....	12	.50	Sunshine, yellow, 11 to 12 cm.....	10	.50
Queen of the Night, dark purple, 11 to 12 cm.....	12	.50	HYACINTHS		
Scotch Lassie, lavender, 11 to 12 cm.....	10	.50	City of Haarlem, yellow, 15 to 16 cm.....	5	.50
Zwanenburg, white, 11 to 12 cm.....	12	.50	Grand Maitre, deep blue, 15 to 16 cm.....	5	.50
Mixed, 11 to 12 cm.....	12	.50	La Victoire, red, 15 to 16 cm.....	5	.50
COTTAGE TULIPS			L'Innocence, white, 15 to 16 cm.....	5	.50
Golden Harvest, yellow, 11 to 12 cm.....	12	.50	Pink Pearl, pink, 15 to 16 cm.....	5	.50
Princess Margaret Rose, yellow and red, 11 to 12 cm.....	12	.50	Mixed, 15 to 16 cm.....	5	.50
DOUBLE LATE TULIPS			CROCUS		
Eros, rose, 11 to 12 cm.....	10	.50	Mixed, 8 to 9 cm.....	25	.50
Mount Tacoma, white, 11 to 12 cm.....	10	.50	MUSCARI—Armeniacum		
SPECIES TULIPS			Improved Heavenly Blue, 8 to 9 cm.....	25	.50
Fosteriana Red Emperor, red, 11 to 12 cm....	8	.50	NARCISSUS		
MIXED DARWIN TULIPS			Dick Wellband (Large-Cupped), white with orange cup DN-II.....	8	.50
11 to 12 cm., packed 25 to display box. Price, 95c; can be sold for \$1.95.			King Alfred, yellow DN-II.....	8	.50
			Texas (Double), yellow-orange DN-II.....	8	.50
			Mixed, DN-II.....	12	.50
			IRIS		
			Mixed, 6 to 7 cm.....	15	.50

LABELS

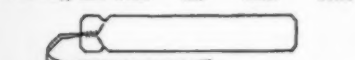


Pot Label

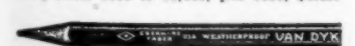
WOOD POT LABELS. We carry the best quality of wooden labels made. They are smooth, strong and neat, 3/8 in. wide. When ordering specify pot labels or garden stakes, painted or plain.
In lots of 10,000 less 5%.

	Packed to Carton	Plain Per 1000	Painted Per 1000
4-in.	1000	\$3.10	\$3.80
5-in.	1000	3.30	4.10
6-in.	1000	3.60	4.50
8-in.	500	5.30	6.60
10-in.	500	6.30	7.70
12-in.	500	7.50	9.10

	Packed to Carton	Plain Per 1000	Painted Per 1000
8-in.—3/8 in. wide	250	\$ 7.70	\$ 9.00
10-in.—3/8 in. wide	250	8.70	10.10
12-in.—3/8 in. wide	100	15.50	18.00



WOOD TREE LABELS COPPER WIRED. 3 1/2 ins. by 5/8 in. \$1542 plain, per 1000, \$3.60; 5000 to 10,000, per 1000, \$3.55. \$1541 painted, per 1000, \$4.50; 5000 to 10,000, per 1000, \$4.45.



WEATHERPROOF PENCILS. Black lead. Ideal for marking pot labels, garden stakes or other outdoor work.

Cat. No.	Packed	Wt.	Dealers' Cost	Retail
\$1590	12	1 1/2 lb.	\$ 1.00	\$0.15
	36	1 1/2 lb.	2.85	.15
	144	2 lbs.	10.90	.15

TREE PROTECTANTS

Z.I.P. RABBIT AND DEER REPELLENT. Z.I.P. acts as a TASTE repellent. It stops deer from eating and tends to break up browsing areas. Z.I.P. STICKS. It contains nothing to harm domesticated animals, yet protects valuable plantings from deer and rabbit destruction. In growing season use 1 qt. to 10 gallons of water. In dormant season use 1 qt. to 5 gals of water. 6 oz. and 16 oz. are aerosol bombs.



Cat. No.	Size	Packed	Wt.	Dealers' Cost	Retail
\$278	6 oz.	12	7	\$ 8.00	\$ 1.00
	16 oz.	12	17	18.00	2.25
	1 qt.	12	27	28.90	3.50
	1 gal.	4	36	34.40	11.40



WATERPROOF TREE WRAP PAPER. Used by tree experts, nurserymen and homeowners to help young trees to mature. Also protects your saplings and shrubs from early frosts, scorching sun, rabbits and insects. Rolls are 4 ins. wide, 150 ft. long. 10 rolls to a master roll.

Cat. No.	Size	Packed	Wt.	Dealers' Cost	Retail
\$1543	4 ins.	1	3 lbs.	\$ 0.65	\$1.00
	4 ins.	10	24 lbs.	6.00	
	4 ins.	30	72 lbs.	16.50	

PRUNE—PROTECT

WILT-PRUF. The amazing transparent liquid plastic spray for retarding water loss and wilting in plants. USE WILT-PRUF to protect evergreens, shade trees, flowering shrubs, roses, perennials, etc., against sun-scorch and winter burn . . . to prevent damage by drought and searing wind! USE WILT-PRUF to help newly transplanted trees and shrubs adjust easily to new locations . . . especially those moved in late summer and autumn! 6-oz. size only in ready to use plastic bottle.



Cat. No.	Size	Packed	Wt.	Dealers' Cost	Retail
\$422	6-oz.	24	13 lbs.	\$14.40	\$1.00
	1-qt.	12	25 lbs.	25.20	3.50
	1-gal.	4	35 lbs.	26.40	10.00



WESTER PROFESSIONAL IMPORTED GERMAN PRUNING SHEAR. Hot-forged of high carbon steel. Long-lasting cutting quality. Ratchet holds lock nut in place.

Cat. No.	Size	Each
\$1058	84-8 in.	\$3.75
\$1059	84-9 in.	4.50

CHICAGO 6

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Phone: Franklin 2-7560

Vaughan's Seed Co.

THE FLOWER SEED HOUSE OF AMERICA

NEW YORK 13

85 White St.

Phone: Barclay 7-4900

West Virginians Elect at Charleston Summer Meet

By W. R. Fortney

The West Virginia Nurserymen's Association's 21st summer meeting was held August 5 to 7, with 36 in attendance, at the Daniel Boone hotel, Charleston, W. Va. Registration took place during the evening of the first day and was followed by an informal meeting. The American Association of Nurserymen's sound film, "Landscape for Living," was shown and discussed. Colored slides of various commercial and home landscape projects were shown by members. Of particular interest was one set of slides depicting the beautification of a billboard site, using well-kept turf and a flower border of annuals that complemented the color scheme of the advertisement. A business program followed the showing of slides.

At the session on August 7, the following officers were elected: President, Ernest Zimmerman, Lavalette Landscape Nursery, Huntington, W. Va.; vice-president, Thomas Roth, Ohio Valley Landscape Service, Wheeling, W. Va., and secretary-treasurer, Waldo F. Craig, West Virginia agricultural department, Charleston.

Robert Lederer, A. A. N. administrative assistant, opened the morning meeting August 6 with a message from the A. A. N. He pointed out that the association carries on many activities for its members and the nursery industry. It has been especially active in attempting to affect favorable action under the wage and hour law.

Research Report

Dr. Robert Fortney, department of horticulture, West Virginia University, presented the results of some recent research. He reported that black plastic film mulch produced a more rapid vegetative growth than was found in groups of plants receiving routine cultivation. Plants used in these tests were *Euonymus fortunei*, *Juniperus horizontalis*, *plumosa*, *Ilex crenata*, *convexa* and *Cotoneaster microphylla*. It was said that an inexpensive black plastic mulch can materially reduce weeding costs and may also increase growth rate. Dr. Fortney also reported that research results from another experiment station have indicated that soil temperature under

black plastic is about 10 degrees lower than the temperature under clear plastic film. Soil temperatures under black plastic run 4 to 5 degrees lower than soils without mulch during spring months and are 2 to 4 degrees higher during summer months.

Dr. Fortney then stated that experiments with turf grasses indicated that a 2-inch mowing height greatly reduces the amount of crab grass, when compared with lower clipping heights (1½-inch, 1-inch and 1½ inch). Turf grass and mixtures were found to vary in their natural resistance to crab grass invasion. The following listing was given in order

of the plants' increasing resistance to crab grass:

GRASS or MIXTURE
Kentucky bluegrass, red top and Illahee fescue
Commercial mixture No. 1
Commercial mixture No. 2
Kentucky bluegrass and rye grass
Kentucky bluegrass, red top, creeping red fescue
Kentucky bluegrass
Illahae fescue
Merion Kentucky bluegrass
Red top
Creeping red fescue
Kentucky bluegrass and Merion Kentucky bluegrass
Kentucky 31 fescue
Colonial bent grass
Astoria bent grass

The nurserymen visited the attractive garden center of Conner & Amos, Inc., Charleston, after lunch. They then saw the Kanawha airport at Charleston, where Brooks E. Wigginton, landscape architect for Oglebay park, Wheeling, W. Va., discussed his plans for the landscape development of the airport. White ash will be used as the major shade tree since it tolerates wind-swept lo-

At last! The yellow rose your customers have been looking for



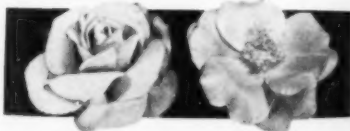
NEW grandiflora
Golden Girl

GOLDEN GIRL has everything your customers want in a double yellow rose—pure color, shapely buds that open to 4 to 4½ inches, and prolific blooms for cutting or garden display. Be sure to have this fine new yellow rose in your stock. (Plant Patent applied for.)

All-America Rose Selections for 1960:

FIRE KING (Plant Patent 1758)—a new flame-red floribunda with great clusters of fully double, long-lasting blooms and deep, rich green foliage.

SARABANDE (Plant Patent 1701)—a new garden favorite with unusually brilliant oriental red blooms accented by bright yellow stamens when fully open.



FIRE KING

SARABANDE

Order from your grower or write to:

GROWERS OF THE FAMOUS STAR ROSES



The Conard-Pyle Co.

WEST GROVE 220, PA.

EVERGREEN SEEDLINGS

By the 100 or 1,000,000
Write for free price list.

CANALE'S FOREST NURSERY

Shelocta, Pa.
Phone: Elderton, Fleetwood 4-2461

IMPORTED and DOMESTIC TREE and SHRUB SEEDS

For Nurserymen and
Christmas Tree Growers
FORESTRY ASSOCIATES
Office: 160 E. Hamilton St.
P. O. Box 1069 Allentown, Pa.

Cadwell & Jones INC.
established 1842

NEW METAPOTS

keep their shape!

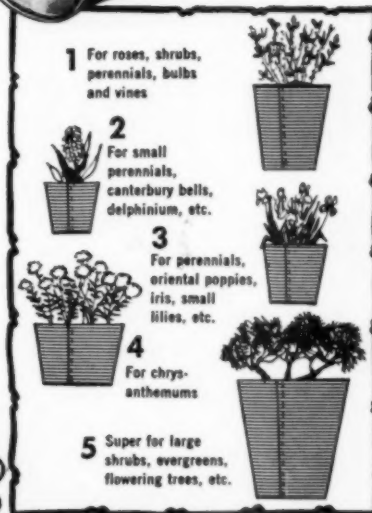


NOW a perennial pot that keeps its shape under all conditions. . . the secret is its metal bottom!

Cadwell & Jones, Inc., is proud to introduce to the trade—METAPOTS—a new idea in perennial pot construction.

Constructed of the finest materials obtainable, the perennial METAPOT holds its shape in any weather—in greenhouse, cold-frame or out-of-doors. The metal bottoms (an exclusive with METAPOTS) give increased strength, rigidity and durability. Solidly stapled sides prevent loss of plants during handling. METAPOTS facilitate the handling of nursery stocks for you, your customers and all who handle stock. Plants are always "ready-to-go"—eliminating digging and extra handling. No root exposure to sun or air—"METAPOTTED" plants are practically sure to thrive—enabling the dealer to safely guarantee complete satisfaction.

The #5 Super METAPOT is an item long awaited by the nursery trade! The large, extra strength pot with the exclusive metal bottom extended slightly up the sides for extra protection, fills the particular need of so many perennial pot users.



Metapot Number	Height	Top Diameter	Bottom Diameter	Price Per Thousand	Quantity per Case
1	9½"	7"	5½"	85.00	200
2	5½"	5"	4"	57.50	200
3	6½"	6"	4½"	68.50	200
4	6½"	8"	7"	90.00	200
(Super) 5	12¾"	11"	8½"	350.00	48

CADWELL & JONES, INC.

199 Walnut Street, Hartford, Connecticut

Please enter our order as follows:

..... cases of @ \$.....
..... cases of @ \$.....

Company Name

Address

City State

Check Enclosed C.O.D. (25% deposit required)

We will send you a sample set of all five sizes of METAPOTS, shipped postpaid, for only \$1.00.

A freight allowance of \$1.00 per case may be deducted on METAPOTS when remitting. Prices F.O.B. Hartford, Conn. or Alpha, New Jersey.

In Bud and Bloom for Spring Sales



THE TREE PEONY

Pot-grown plants available throughout the spring at **\$3.25** each and up, for 2-year-old plants. Place your order early.

Ask for Wholesale Price List

**VANDER POL
TREE PEONY GARDENS**
Fairhaven, Mass.

TAXUS LINERS

6-yr.-old, strong, heavy plants, XXX, **\$85.00** per 100.

- T. browni, 18 to 24 ins.
- T. henryi, 18 to 24 ins.
- T. wardi, 18 to 24 ins.
- T. capitata, 18 to 24 ins.

Free packing. Cash with order, please.

BROOKFIELD GARDENS
U. S. Rt. 46
Delaware, N. J.

Choice Varieties of Lining-Out Stock
Write for our latest price list.

PALLACK BROS. NURSERIES, Inc.
Route 19, 31 mi. north of Pittsburgh, Pa.
Phone: Zelienople 789
R.F.D. 1 HARMONY, PA.

cations. Crab apples will be the major small ornamental flowering trees planted.

A picnic was held the evening of August 6, at Coonskin park, and at the business session held August 7, Wheeling was chosen as the location for the 1960 winter meeting and Huntington, for the 1960 summer meeting. The nurserymen concluded their program with tours of the Green Tree Garden Center, St. Albans, and the Conner & Amos, Inc., Winfield Nursery.

NEBRASKA NURSERY LAW

A revised and strengthened law governing nurserymen and nursery sales in Nebraska was recently passed by the state legislature and signed by the governor. Under the new act—legislative bill 511—an agent may operate only under the name of the nursery or dealer he represents and may obtain nursery stock from no other source.

"Dealers and nurserymen," according to the new legislation, "distributing nursery stock from more than one store or place of business, sales ground or heeling-in ground or selling nursery stock from motor vehicles or other vehicles traveling about the state shall secure a dealer's certificate for each place or each traveling vehicle from which nursery stock is sold or distributed."

A further amendment contained in the bill specifies that only sound, healthy nursery stock, stored or displayed under conditions that will maintain its vigor, may be offered for sale. It also provides that, when it becomes necessary for the state inspector to inspect nursery stock for viability, owner of the stock shall pay the expense necessary for the inspection.

EXPRESS BULK RATES

Railway Express Agency has announced filing with the interstate commerce commission incentive tariffs for reduced rates, effective September 8, on individual prepaid small shipments of specified commodities when picked up in bulk lots of 300 pounds or more at one time from one shipper at various origin points.

The new incentive rates, as the agency terms them, have been filed for the first time on commodity classifications including farm implements and parts. The bulk rates previously have applied to other classifications, including insecticides.

Chief beneficiary of the extension of the agency's incentive rates will be the small shipper.

B & B TAXUS

In variety including:
densiformis and browni
Heavy sheared, transplanted or root-pruned frequently.

CRIMSON KING MAPLES
Well-spaced, good heads, up to 2 to 2 1/2-in. cal.

PINK and WHITE DOGWOODS
Up to 7 to 8 ft.

Write for price list. All stock certified for western shipment. We would enjoy having you visit us and look over our stock.

CLINTON NURSERIES

Clinton, Conn.

Phone: MOntrorse 9-8611

Wholesale Only

LINING-OUT STOCK

In Wide Assortment

Acer atropurpureum Bloodgood, Azaleas, Berberis, Cornus florida rubra, Evergreens, Ilex, Magnolias, Hybrid Rhododendrons, Taxus, in variety, etc., in 1, 2 and 3-yr. transplants at competitive prices. Write for list on business stationery.

DEERFIELD NURSERIES

Deerfield, N. J.

CANADIAN HEMLOCK BALSAM FIR

	Per 100	Per 1000
2 to 4 ins., S.....	\$ 2.00	\$ 10.00
3 to 6 ins., S.....	3.00	17.00
6 to 9 ins., S.....	5.00	30.00
9 to 12 ins., S.....	9.00	70.00
12 to 18 ins., S.....	12.00	100.00

Well-rooted, carefully collected seedlings. Puddled and packed in sphagnum moss. Cash with order.

Trade list on request.

R. M. COLE

Box 37

Charlotte, Vt.

BOULEVARD NURSERIES

Newport, R. I.

- Quality Nursery Stock
- Lining-Out Stock
- Root-Thru Plant Pots

LINING-OUT STOCK

Ornamental Transplants, Potted Liners and Evergreen Seedlings. Special prices quoted on overstocked items.

HEASLEY BROS. NURSERY
R. D. No. 1, Box 218 Greensburg, Pa.
Phone: LAFayette 7-5522

OVER **82** YEARS
OVER **1000** ACRES
WHOLESALE ONLY

LINING-OUT and FINISHED STOCK

Flowering Shrubs

Ornamental Trees

Shade Trees

Vines and Creepers

Nut Trees

Fruit Trees

Broad-leaved Evergreens

Coniferous Evergreens

Container Stock

Write, Phone or Wire for Attractive Quotations

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FOREST NURSERY COMPANY, INC.

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Lowell Barnes

Night
Phones: MO 8-8052

MO 8-8053

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CANADA HEMLOCK



RHODODENDRON
AND KALMIA



WHITE, RED AND
AUSTRIAN PINE



OAK AND MAPLE
Other Trees and Shrubs
For Contractors

COUNT ON CURTIS FOR QUALITY!

Serving landscape contractors
for three generations . . . Curtis
nurserymen have made the words
"grown by Curtis" synonyms for
"specimen stock."

You will be delighted with our
reasonable prices and our
prompt service.

Let us quote on your want list.

CURTIS NURSERIES, Inc.
CALICOON, NEW YORK

BERBERIS JULIANAE

Northern-grown, stocky plants; generously graded with good ball of earth. Prices are each per 100 (25 or more). Write for special quotation on large quantities.

12 to 15 ins.	\$1.25
15 to 18 ins.	1.75
18 to 24 ins.	2.40
24 to 30 ins.	2.75
30 to 36 ins.	3.75
36 to 42 ins.	4.75

ANGELICA NURSERIES

R. D. No. 1

Mohnton, Pa.

MAXWELL, BOWDEN AND RICE, INC.

Growers of Fine Nursery Stock

WHOLESALE ONLY

Roses — Shrubs — Fruit Trees — Ornamentals — Vines — Hedge
Geneva, N. Y. — Phone: 8131

TAXUS

CAPITATA, to 42 ins.

SPREADING, to 24 ins.

Rooted Cuttings and Liners

Flowering Trees

VANDERBROOK

NURSERIES, INC.
Manchester, Conn.

Quality Merchandise at Reasonable Prices

ORNAMENTAL EVERGREENS

Trees and Shrubs

BAGATELLE NURSERY, INC.

Box 196, Huntington Station, N. Y.

COVER ILLUSTRATION

Viburnum Sieboldi

Viburnum sieboldi is, without doubt, one of the best, if not the best, ornamental viburnums for the north. The plant shown by the cover illustration has been growing in the same spot in the Arnold Arboretum for 45 years, being the first brought to America in 1880. Since that time, it has proved its worth as an outstanding, tall-growing ornamental, hardy mostly throughout zone 5 and in the warmer parts of zone 4.

A native of Japan, this species can grow as a tree 30 feet tall, but on the other hand, if trained with several leaders from the base, it can be grown as a large shrub. The excellent foliage is its chief claim to fame. The leaves are at least six inches long, narrow, dark glossy

Foliage and Fruit of *Viburnum Sieboldi*

green and highly rugose, giving the plant character throughout spring, summer and fall.

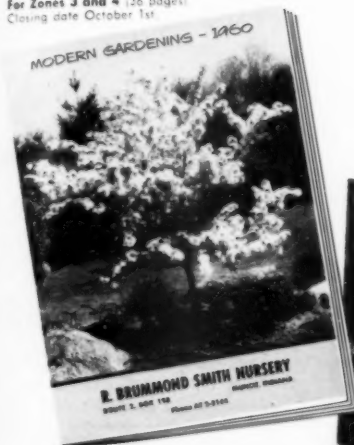
Then, too, it has a unique habit of branching, which results in masses of dense foliage interspersed with open areas without foliage, where lights and shadows add much interest. This characteristic gives this dark-leaved shrub a dignity hard to find in most other deciduous shrubs.

The creamy-white flowers are all fertile, appearing in flat or slightly rounded clusters about three to four inches across. They bloom about late May and frequently cover the entire plant.

The fruits gradually mature in early summer and, although black at maturity, go through a ripening process during which they are conspicuously and brilliantly red. Just at about the time they turn black, they

Nurserymen Everywhere...**INCREASE SALES and PROFITS** With Co-op **RETAIL GARDEN CATALOGS** **Written and illustrated for your customers!**

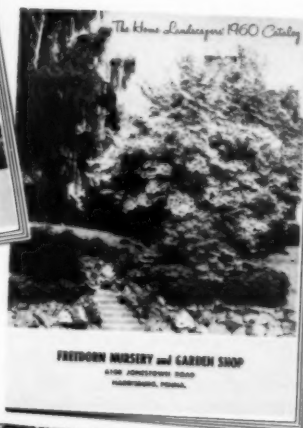
For Zones 3 and 4 (26 pages)
Closing date October 1st



For Zones 5 and 6 (26 pages)
Closing date October 1st.



For Zones 7, 8, 9 (44 pages)
Closing date September 15th.
State name will be changed to
that of ordering customer.



For Zones 7, 8, 9 (36 pages)
Closing date October 1st.

Over 60 illustrations lithographed in full color. Now you can have your own personalized Retail Garden Catalog written for your own climatic condition, illustrated with over 60 full color illustrations and imprinted with the name of your nursery. You'll find this beautiful Garden Catalog (the cover in living color) a real sales stimulant as a mailing piece or a pick-up item.

4 Individual Catalogs to Fit Most Climatic Zones in the United States

Your catalog contains vital information important to your customers. Each zone catalog is available in a choice of 2 full color covers illustrated on the SKD Information, Specification and Data sheet.

Beautiful • Economical Effective

Your own Nursery Catalog, personalized with your name imprinted on the cover. The Catalog is 7 1/2" x 10 1/4" and carries illustrations and descriptions of Conifers, Shade and Flowering Trees, Deciduous Flowering Shrubs, Fruit and Berries, Roses and Broadleaf Evergreens, etc.

CATALOGS AND THE ZONES AND STATES THEY COVER:

Modern Gardening For 1960

Zones 3 and 4
States: Colorado, Iowa, Minnesota, Montana, North Dakota, South Dakota, Wisconsin, Wyoming.

The Home Landscapers' Catalog

Zones 5 and 6
States: Connecticut, Colorado, Delaware, Idaho, Illinois, Indiana, southern Iowa, Kansas, Kentucky, Maryland, Massachusetts, Michigan, Missouri, Nebraska, New Hampshire, New Jersey, New York, Ohio, Oregon, Pennsylvania, Rhode Island, Washington, West Virginia.

Gardening in California

(Name of state subject to change)
Zones 7, 8 and 9
States: Arizona, California, Nevada.

1960 Catalog for Southern Gardeners,

Zones 7, 8 and 9, for Texas, Louisiana, Arkansas, Mississippi, Alabama, Georgia, Tennessee, Kentucky, Virginia, North and South Carolina, Florida, Oklahoma.

*Specifications and data subject to change.

Sweeney, Krist and Dimm

Publishers of "Garden Plants in Color"
535 N. W. 16th Avenue, Portland 9, Oregon • Telephone Capitol 7-0601

Please send information and order blank for:

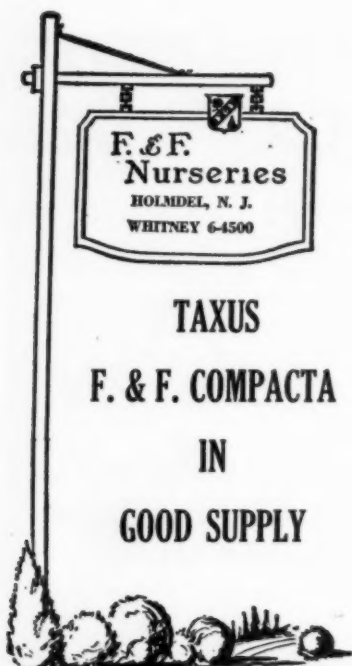
- ☐ Modern Gardening for 1960 (Zone 3 and 4)
- ☐ The Home Landscapers' Catalog (Zone 5 and 6)
- ☐ Gardening in "California" (Zone 7, 8 and 9)
- ☐ 1960 Catalog For Southern Gardeners (Zone 7, 8 and 9)

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CHRISTMAS TREES

5000 Scotch Pine, sheared many times. You pick and cut.

American Arborvitae, 2 to 12 ft.

Taxus cuspidata, 12 to 30 ins.

Tsuga canadensis, B&B

QUALITY CHRISTMAS TREE PLANTING STOCK

Pine — Spruce — Fir

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★ A compact, bushy shrub growing from a central stem with columnar growth of 4 to 5 ft. in height and compact spread of 18 ins. Dark green glossy leaves without flowers or berries. Sturdy character and appearance, uniform shape, natural upright form requiring no support and little shearing make it an excellent shrub for ornamental use and hedge plantings.
FREE COLOR FOLDER

CORLISS BROS.

IPSWICH
47, MASS.

are quickly eaten by the birds, but the fruit stalks are bright red and remain on the plant for weeks afterward, giving the entire plant considerable color, even from a distance.

Siebold's viburnum, though normally tall, can be grown with several branches from the base and kept as a large shrub rather than a small tree. Grown in either fashion it makes a dignified specimen plant, doing best in the full sun, although in shaded situations where it may not flower and fruit so well, its foliage still makes it outstanding. Used against gray stonework, it has proved particularly effective.

Donald Wyman,
Arnold Arboretum.

NEW HOLLY VARIETY

A new and different addition to the numerous cultivars of Ilex crenata has been grown and observed at the Holden Arboretum, Mentor, O., for some time and gives every indication of being a splendid plant for enlivening the year-round landscape. Named Glossy, the new variety bears foliage that appears waxed to a brilliant sheen. The convex leaves are slightly larger than those of its parent, Ilex crenata convexa, and the plant develops faster than convexa under proper growing conditions.

Another desirable feature of this male holly is that it possesses greater hardiness than many other cultivars in the arboretum's collection. I. crenata Glossy is not a patented shrub and will be released by the originator for the first time this autumn.

Lewis F. Lipp.

MAYFIELD'S NEW SITE

Mayfield Gardens, a landscape and nursery firm of Upper Darby, Pa., recently moved to a new location where the offices, greenhouse and nursery display grounds occupy 22,000 square feet. Owned by Joseph and Harry Hoplamazian, who also operate a retail nursery at Newton Square, Pa., Mayfield Gardens were established in 1940.

The business' new site is an historical landmark at Upper Darby known as the old Howard house, built in 1810 and used during the Civil War as an underground railroad station. The new address is 7801 West Chester pike, Upper Darby.

SOLE ownership of Bamico Gardens, formerly the Rust Nurseries, Pasadena, Calif., is now held by Horace Colby.

SUGAR MAPLE

for

Streets—Parks—Forests

Long Life—Strength—Coloring

Collected. Nursery-Grown.

Any quantity available.

1/2 to 12-in. cal.

Beech, Ash, Red Maple, Red Oak, Birch and Shadblow also available.

R. H. ROGERS NURSERY
COOPERSTOWN, N. Y.

CANADIAN HEMLOCK and BALSAM FIR

Northern-Grown

	Per 100	Per 1000
2 to 4 ins., S.	\$ 2.00	\$ 10.00
3 to 6 ins., S.	3.00	17.50
6 to 9 ins., S.	5.00	30.00
9 to 12 ins., S.	9.00	70.00
12 to 18 ins., S.	12.50	100.00
18 to 24 ins., S.	30.00	

Freshly collected. Well rooted. Puddled and packed in sphagnum moss. Catalog of plants, ferns, evergreens on request.

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CONTAINER-GROWN PLANTS FOR IMMEDIATE PICKUP

Many Assorted Shrubs and Evergreens

Write for list.

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Established 1790

ANNOUNCES

the moving of their nursery operation from Commack, L. I., N. Y., to Doylestown, Pa.

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DISPLAY CASES

— For Retail Sales

Top-Quality — Top-Size BULBS

SPECIAL DUTCH BULB COLLECTION

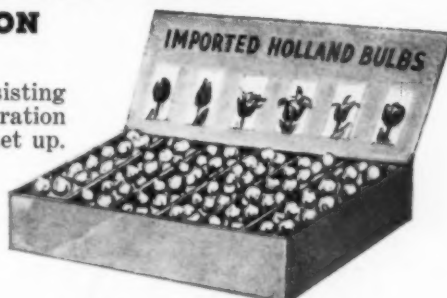
Tulips—Hyacinths—Daffodils

The unit is divided into two separate containers consisting of six compartments for bulbs with a colored illustration over each—just open the lid and your display is all set up.

Contains the following:

- 800 Tulips—Top size in seven different colors.
- 150 Hyacinths—Bedding size in three different colors.
- 50 Narcissus—Mixture of better varieties for naturalizing.

Entire case of 1000, only \$52.50
Your profit approximately \$65.00



TULIPS

Darwin Collection

800 bulbs—200 each of the following four varieties:

- Snowwhite, pure white
- Elizabeth The Queen, pink
- Red Sensation, red
- Yellow Favorite, yellow

Your cost, \$37.50 Your profit, \$45.70
Suggested retail, \$1.25 dozen

Peony-Flowered Collection

800 bulbs—200 each of the following four varieties:

- Rocket, red
- Nizza, red and yellow
- Mt. Tacoma, white
- Eros, pink

Your cost, \$46.50 Your profit, \$53.50
Suggested retail, \$1.50 dozen

Parrot Collection

800 bulbs—200 each of the following four varieties:

- Blue Parrot, blue
- Sunshine, yellow
- Firebird, red
- Fantasy, pink

Your cost, \$40.00 Your profit, \$43.00
Suggested retail, \$1.25 dozen

Red Emperor, King Alfred Collection

400 bulbs—200 each of the following:

- Tulip, Red Emperor, top size
- Daffodil, King Alfred, D.N. No. 2

Your cost, \$28.50 Your profit, \$29.85
Suggested retail, \$1.75 dozen

PAPER WHITE NARCISSUS

250 14 to 15-cm. bulbs

Your cost, \$20.00 Your profit, \$16.25
Suggested retail, \$1.75 dozen

Each of the above units complete with planting instructions and advertising material.

We offer a complete assortment of fall BULBS—Write for FREE CATALOG.

HENRY F. MICHELL CO.

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HYACINTHS

Exhibition Collection

260 bulbs—65 each of the following four colors:

- | | | | |
|--------------------------------|--------------------|----------------------|--------------------|
| Yellow | Pink | Blue | White |
| Your cost, \$36.50 | Your cost, \$36.50 | Your cost, \$36.50 | Your cost, \$36.50 |
| Suggested retail, \$3.00 dozen | | Your profit, \$28.50 | |

Hyacinth and Crocus Collection

800 bulbs as follows:

- 500 Crocus, Mixed, top size
- 300 Hyacinths, bedding size
- Your cost, \$37.50 Your profit, \$33.50
- Suggested retail, Crocus 65c dozen;
- Hyacinths, \$1.75 dozen

DAFFODILS

Mixed Daffodil Collection

Unit contains 300 D.N. No. 2 northwest-grown bulbs. Assortment consists of all types and shades.

Your cost, \$18.75 Your profit, \$12.45
Suggested retail, \$1.35 dozen

DUTCH IRIS COLLECTION

Unit contains 1000 7 to 8-cm. northwest-grown bulbs—200 each of 5 colors.

Your cost, \$29.50 Your profit, \$32.75
Suggested retail, 75c dozen

RUBRUM LILIES

(Late September Delivery)

One of the most popular Hardy Lilies and with this early delivery it gives you an 8 to 10-week selling season.

Available in the following sizes:

- 100 8 to 9-in. bulbs.....\$21.50
- 100 9 to 10-in. bulbs.....30.00
- Suggested retail, 8 to 9-in., \$4.50 dozen;
- 9 to 10-in., \$5.50 dozen

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B&B

Field Liners

Potted Liners

Transplants

Seedlings

100 acres of evergreens for sale

HEASLEY'S NURSERIES

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ILEX CONVEXA

One of the largest blocks of hardy, northern-grown ilex. Heavy, well-sheared plants with exceptionally good color. Prices are each per 100 (25 or more). Write for special quotation on large quantities.

18 to 24 ins.....	\$2.75
24 to 30 ins.....	3.50
30 to 36 ins.....	5.00
3 to 3½ ft.....	6.00
3½ to 4 ft.....	7.00

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R. D. No. 1

Mohnton, Pa.

TAXUS In varieties,
certified for western shipment.

BULK'S NURSERIES

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Babylon, N. Y.



CHRISTMAS TREES

SELECTED

No. 1 Scotch Pine
5 to 8 ft.

Sheared Five Years

Thousands Available

Prices Reasonable

Loose or Individually Bundled

Write for Price List

**CARINO'S
NURSERIES**

Indiana, Pa.

SEEDLINGS and TRANSPLANTS

Pines, Spruces, Firs, Hemlocks, etc.
Write for new price list.

PINE GROVE NURSERY

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A General Line of
**FRUIT and ORNAMENTAL
TREES and PLANTS**

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BOOK REVIEWS

FLOWERS IN COLOR

Subtitled an amateur gardening encyclopedia, "Flowers in Colour" is designed for those beginners who like to identify plants by colored illustrations. This volume of 128 pages, 7x10 inches, contains 24 full-page plates in color, in each of which are depicted about a dozen different species, in the form of a sprig, flower or spray of bloom. These reproduce original water-color drawings made from living material by Miss Cynthia Newsome-Taylor especially for the book. These plates are interspersed among the text pages, on which are briefly described nearly 300 genera, plus several hundred species and varieties for garden and greenhouse. The text was supplied by A. G. L. Hellyer, editor of Amateur Gardening and author of a number of books well known to garden amateurs in Great Britain. On the outside margin of the text pages appear, four to the page, nearly 500 line illustrations reproducing the wood engravings made by Sowerby for the century-old "Encyclopedia of Plants," by J. C. Loudon. Published in a revised edition in 1959 in England by W. H. & L. Collingridge, Ltd., and in this country by the British Book Center, New York, at \$5.95, this is an attractive book for beginning gardeners as an introduction to the flowers that are most commonly grown in English and American gardens.

As an introduction to less common plants, "Garden Plants in Colour" is a companion volume in size, with 270 plants illustrated in color by the same painter and line illustrations adjoining the text, two to the page, specially drawn by G. R. Kinghorn. The author, publishers and price are the same. It is to be commended for the same purpose.

HANDBOOK OF GARDENING

The latest in the series of handbooks issued by the Brooklyn Botanic Garden, Brooklyn, N. Y., the 29th, is titled "Handbook on Gardening." It is designed to answer the many everyday problems of beginning and experienced home gardeners. The five sections of the work treat plants for the garden and home, home landscape design, garden practices, lawn making and permanent plants for the landscape. Twenty-five articles, contributed by well-known

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in flocking in 10 years!

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**NOTHING
ELSE LIKE IT!**

The completely proved and perfected flock that is fully guaranteed to stick and stay on (without flaking) to any tree, wreath or table decoration—and almost any material—USING PLAIN WATER ONLY!

- NO ADHESIVE OF ANY KIND REQUIRED!
- NO TOXIC FUMES . . . MINIMIZES DUST!
- ENDS FOREVER ALL MIXING PROBLEMS!
- ENDS FOREVER ALL DISCOLORATION!
- GIVES A NEW "WHITER-WHITE" LOOK!
- EVERY POUND IS FIRE RETARDANT!
- ECONOMICAL! REQUIRES 25% TO 40% LESS THAN ORDINARY FLOCK!

Imagine just spraying with good old plain water, and flocking . . . that's all there is to it! Yes, there's just a simple, easy, one step operation! And the results are definitely superior to anything you've ever used! You get a thick, luxurious, stand-up pile that becomes an integral part of the tree . . . the kind that stays on without flaking or dropping off even under rough treatment! It helps prevent needle shedding and is not affected by humidity, heat or cold. And the white is the most dazzling whiter-than-white you've ever seen! It's faster, so easy to apply, much more economical, and the results are so good, you can get top prices!

There's never a sticky mess to gum-up your equipment and slow you down . . . that takes lots of valuable time to clean and keep clean, because just plain water is all you use, absolutely NO ADHESIVE REQUIRED!

- THESE LOW PRICES LET YOU MAKE REAL MONEY! IMMEDIATE DELIVERY! ORDER EARLY—SUPPLY IS LIMITED!

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Colors: WHITE, PINK, ICE BLUE

1 lb. to 24 lbs.	LB. \$1.25
25 lbs. to 99 lbs.	LB. 1.00
100 lbs. to 499 lbs.	LB. .95
500 lbs. to 999 lbs.	LB. .85
1,000 lbs. to 1,999 lbs.	LB. .80
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use "Color-Magic" WATER SOLUBLE POWDER DYES to add brilliant color to flocked or natural trees and Christmas decorations, and make quick sales . . . big profits!

- these spray-on dyes are fast, easy to use!
- available in bright, vivid colors!

TERMS: 25% deposit with order . . . balance C.O.D. Net remittance with order saves you C.O.D. charges. All F.O.B. Chicago, Ill.

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1300 acres devoted to the production of the finest in ornamental plants.

Featuring shade and flowering trees in wide assortment.

Flowering shrubs, hedge plants, ground covers, evergreens, azaleas, vines, etc.

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SEND YOUR WANT LIST
WHOLESALE ONLY

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Princeton, N. J.

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Wallingford, Conn.

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SERVING THE NURSERY TRADE FOR MORE
THAN A QUARTER OF A CENTURY
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of the July 15 issue.

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Our business has been
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Rhododendrons

Azaleas

Perennials, Roses

All Nursery Items

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586 Paterson Ave.

E. RUTHERFORD, N. J.

garden writers, discuss the various types of garden plants. This is an inexpensive but excellent source of information for the beginning gardener. Comprising 96 pages and containing 128 illustrations, the hand book is available from the garden for \$1.

SUCCULENT PLANTS

The second edition of "Succulent Plants Other Than Cacti," by A. Bertrand, founder-president of the French Association of Amateur Growers of Cacti and Succulent Plants, has been revised to keep up with the introduction of additional species and varieties to popularity among hobby growers. New illustrations have been provided, and these include 25 species in excellent color and about 40 additional in black and white. Printed in Great Britain, the book is published in this country by Philosophical Library, Inc., at \$6.

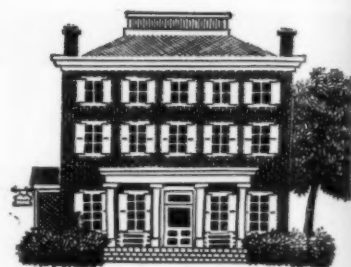
In this book of 120 pages, the author concisely discusses in the opening chapters the natural environment of succulent plants, their cultivation, propagation and enemies. Then he offers brief comments on many species, according to their families, with information as to flowers, habit of growth, leaf formation and colors, botanical relationship and pertinent data. A 7-page index adds to the usefulness of this little book to any grower of a considerable collection of succulents.

SURVEY OF ORCHIDS

Growers of the plant will find valuable the volume, "The Orchids," just published by the Ronald Press Co., at \$14, in the new series of plant science books of Chronica Botanica. It is termed a scientific survey and is edited by Carl L. Withner, professor of biology at Brooklyn College and resident investigator of orchids at the Brooklyn Botanic Garden.

Sixteen authorities contribute the chapters on the history of orchid culture, classification, anatomy, variations, embryology, cytology, inheritance, physiology, mycorrhiza, light and temperature response and diseases. Several features of an appendix add to the usefulness of the volume.

C. V. NURSERY, Blackwell, Okla., was recently sold by J. Willis Tetrick to Sylvester Moon. Mr. Tetrick, one of Oklahoma's pioneer nurserymen, is retiring after 61 active years in the nursery and landscape business and will live at Maple Valley, Wash.



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at minimum prices

Specializing in
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Broadleaves

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Salem 2356

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GREENHOUSES, INC.

Tropical Foliage
Plants for
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Mention The American Nurseryman when you write.



★ A decorative, bushy evergreen which stands erect without support or shearing. Grows 4 to 5 ft. tall with full, compact spread of about 2 1/2 ft. from one central stem. Beautifully clustered with bright orange berries coloring in late fall to contrast with its dark, glossy green leaves.

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CORLISS BROS.

IPSWICH
48, MASS.



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SHADE TREES
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Ornamentals & Roses

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Gleditsia triacanthos, Carpinus caroliniana, Cercis canadensis, Cornus florida, Phellodendron amurense, Platycodon acerifolia, Liquidambar styraciflua, Acer platanoides, Acer rubrum, Prunus americana, Acer ginnala, Ostrya virginiana, Koeleria paniculata, Pyrus calleryana, Pinus strobus, Pinus nigra, Salix babingtonia, Pteris japonica and many more.

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JAPANESE BLACK PINE

(PINUS THUNBERGI)

We get our seed direct from northern Japan, where centuries of growing on wind-swept shores have given these trees their tendency to be short, full, compact and a beautiful dark green.

	Per 1000
1-yr., S., 3 to 5 ins.	\$ 30.00
2-yr., S., 5 to 6 ins.	50.00
2-yr., S., 6 to 10 ins.	75.00
3-yr., S., 10 to 15 ins.	100.00
3-yr., S., 15 to 24 ins.	150.00
3-yr., T., 12 to 18 ins.	250.00
4-yr., T., 18 to 24 ins., full	500.00
5-yr., T., 24 to 30 ins., full	1000.00
	Each
2 to 3 ft., B&B	\$ 4.00
3 to 4 ft., B&B, wide	7.50
4 to 5 ft., B&B, wide	10.00
5 to 6 ft., B&B, wide	12.50
6 to 8 ft., heavy	20.00

Pinus mughus, limited supply

18 to 24 ins.	3.00
--------------------	------

Pinus strobus, nursery-grown

3 to 4 ft., B&B, sheared	4.00
4 to 5 ft., B&B, sheared	5.00
5 to 6 ft., B&B, sheared	7.50
6 to 7 ft., B&B, sheared	10.00
7 to 8 ft., full, B&B, sheared	15.00
8 to 10 ft., full, B&B, sheared	20.00

Pinus sylvestris

3 to 4 ft., full, B&B, sheared	6.50
4 to 5 ft., full, B&B, sheared	10.00
5 to 6 ft., full, B&B, sheared	12.50
6 to 8 ft., full, B&B, sheared	20.00

Pinus nigra

2 to 3 ft., sheared	4.00
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WRITE FOR CATALOG

PRICES AND PROFITS

Comments on Business Management in the Nursery

By John J. Pinney

GARDEN CENTER SALES

In a successful garden center operation, what percentage of sales, dollarwise, should be of nursery stock and what percentage should be of other merchandise? This is a question that comes up frequently in panel discussions at conventions and nursery schools, or in ordinary shoptalk among nurserymen. The category of other merchandise covers a wide range, including fertilizers, insecticides, fungicides, mulches, hand tools, power equipment, gifts, etc. Customarily, this merchandise is referred to as garden supplies. The answers from nurserymen and garden center operations range from 75 per cent nursery stock to 75 per cent garden supplies.

Many manufacturers and wholesale distributors of garden supplies are aggressive merchandisers. They have more limited lines to sell than wholesale nurserymen; consequently, they can concentrate their efforts on fewer items. The financial resources of many of the garden supply manufacturers enable them to carry on extensive advertising campaigns.

Advertising Assistance

It is not at all uncommon to see in garden magazines full-page color advertisements featuring some brand of lawn and garden fertilizer. I recall seeing a 3-page color advertisement in a leading garden magazine devoted entirely to a lawn sprinkler for home use. High-powered newspaper, radio and television promotions with local-dealer tie-ins are common for power mowers, fertilizers and sprays.

It is perfectly natural for garden supply distributors to point out to their customers that there are some garden centers that derive 50 per cent or more of their dollar volume from the sale of garden supplies. The customers are urged to aim for the same percentage or better and to accomplish this by tying in with sales promotion programs of the manufacturers or distributors. These remarks are not intended to be critical in any way of the garden supply distributors. The distributors are to be commended for their aggressive promotion of their products. Any worthy product deserves such pro-

motion, but a word of caution is in order.

When a nurseryman sells a customer a dozen rosebushes, he has an opportunity to make additional sales. The customer may need a shovel to plant the roses, a hose to water them, fertilizer to feed them, sprays to keep them healthy, shears to trim them and mulches to hold the moisture around them and keep the weeds down. The same possibilities arise from the sale of nearly every kind of nursery stock. The more nursery stock the garden center sells, the more garden supplies it can sell.

The converse is not true. If a cus-

tomers comes in to buy a bag of fertilizer, it does not follow that he needs to buy a shade tree on which to use the fertilizer. The purchase of a power lawn mower by a customer does not imply that he should have grass seed to establish a lawn. The market for garden supplies is created largely by the sale of nursery stock.

There is a still more important consideration in deciding what merchandise to promote. The markup on nursery stock, based on selling price, varies from 50 per cent to 75 per cent. On garden supplies the markup ranges from 20 per cent to 40 per cent.

Now suppose that a garden center operator feels that most of his sales should be made in garden supplies. He builds his garden supply business to a point where it constitutes 65 per cent of his dollar volume. Nursery stock sales account for the other 35 per cent. Assume that his yearly sales are \$100,000, \$65,000 from the sale of garden supplies and \$35,000 from nursery stock. A fair average mark-

EVERGREEN LINING-OUT STOCK

Finest seedlings and transplants from finest seed sources available... grown at our own nursery. Widest practical range of sizes and varieties available for ornamental or Christmas tree planting.

SPRUCE • FIR • HEMLOCK •
MUGHO PINE • JUNIPER •
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Free Wholesale Price List

SUNCREST NURSERIES

BOX 305-FF HOMER CITY, Pa.

SHEPARD NURSERIES

Growers and Distributors of

ORNAMENTAL NURSERY STOCK

Truckloads only, no boxing.
60 acres growing. Skaneateles, N. Y.

QUALITY STOCK GROWN BY US

Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

Seedlings and transplants.

DANEGER'S HI-WAY NURSERY, INC.
P. O. Box 336 MILFORD, DEL.

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Hemlocks, Ferns, Wild Flowers
Trees, Shrubs

ISAAC LANGLEY WILLIAMS
EXETER, N. H.

FINER LINERS

Finest Varieties—Finest Qualities
Hardy, Northern New Jersey Grown
Catalog on request.

JOHN VERMEULEN & SON
Neshanic Station, N. J.

HOLLIES

American — English
Oriental

Farm-grown in 3-gal. wire
baskets.

Longer Selling Season
More Sales
More Profit

Write for Price List

HOLLY HILL FARMS
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Imperial Nurseries

REVISION A.B.T. CORPORATION

QUALITY NURSERY STOCK

Complete Line
Quotations and Price List
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DUTCH BULBS

Finest Quality
Write for catalog.
Nurseries in Windsor, Conn.

AZALEAS AND HEDGE PLANTS

Splendid stock.
Write for Price List.

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to reach the trade promptly.

LOWEST BURLAP PRICES EVER!

Plain and Treated Burlap • Lengths • Squares • Rectangles
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FULL FREIGHT ALLOWED on all full bales of burlap!

Zone A—South Carolina, North Carolina, Georgia, Tennessee, Alabama, Florida, Kentucky, Virginia, Maryland and Delaware

Zone B—Mississippi, Illinois, Indiana, Ohio, Pennsylvania, New York and Connecticut

Zone C—All other states east of Mississippi River

ZONE A

	Plain Per 1000	Treated Per 1000
12x12 ins.	\$16.00	\$23.00
14x14 ins.	18.00	25.00
16x16 ins.	22.00	32.00
18x18 ins.	25.00	39.00
20x20 ins.	27.50	43.00
22x22 ins.	32.50	50.00
24x24 ins.	38.00	57.00
26x26 ins.	45.00	64.00
28x28 ins.	52.50	75.00
30x30 ins.	58.00	85.00
32x32 ins.	65.00	95.00
36x36 ins.	75.00	109.00
40x40 ins.	85.00	122.50
45x45 ins.	97.50	136.00
48x48 ins.	105.50	149.00

Rectangles and other sizes on request.

Zone B—Add \$2.00 per 1000 to list price.

Zone C—Add \$3.50 per 1000 to list price.

Zone B and C—Deduct \$1.00 per 1000 for orders of 10,000 pieces or more.

- Nails • Polyethylene
- Peat Pots • Sprayers
- Markers • Insecticides
- Can Cutters
- Can Carriers
- Tools • Sprinkler Heads
- Lath House Covers
- Reed Fencing • Knives
- Labels • Fungicides
- Weed Killers • Saws
- Tree Tape • Foggers
- Bamboo Stakes
- Twist-N-Tyes • MC-2
- Flat Barrows • Timers
- Twine • Shade Cloth

**And Many, Many Other
Nursery Items**

Continuous Lengths—120 yards per bolt. Freight allowed on 500 yards or more.

ZONE A

	Per Yard		Per Yard
30 ins.	6 1/2c	48 ins.	9 1/2c
32 ins.	7c	54 ins.	12c
36 ins.	8c	60 ins.	13 1/2c
40 ins.	8 1/2c	72 ins.	16 1/2c
45 ins.	9c	80 ins.	19c

For prices on continuous lengths of treated burlap add 50% to list price.

Zone B—Add 1/2c per yard

Zone C—Add 1c per yard

Deduct 1/2c per yard on all orders of 10,000 yards or more.

6D PINNING NAILS—100-lb. keg, \$15.95 each. F.O.B. Columbia, S. C.

Zone A—Full freight allowed on 5 kegs or more

Zone B and C—Full freight allowed on 10 kegs or more

WRITE FOR FREE 50-PAGE CATALOG TODAY!

COLUMBIA NURSERY SUPPLY CO.

P. O. Box 5068

Phones: AL 4-3786—AL 3-8571

Columbia, S. C.

"IF IT'S USED IN A NURSERY — WE'VE GOT IT!"

GUARANTEED-TO-LIVE TRANSPLANTED EVERGREENS



	Per 1000
American Arborvitae, 4-yr. transplants (2-2), 5 to 10 ins.	\$ 70.00
Douglas Fir, 3-yr. transplants (2-1), 3 to 6 ins.	70.00
Austrian Pine, 4-yr. transplants (2-2), 8 to 15 ins.	70.00
Scotch Pine (Austrian Hill), 4-yr. transplants (2-2), 6 to 12 ins.	65.00
Scotch Pine (French Highlands), 4-yr. transplants (2-2), 6 to 12 ins.	65.00
Black Hill Spruce, 5-yr. transplants (2-4), 8 to 15 ins.	85.00
Black Hill Spruce, 5-yr. transplants (2-3), 5 to 10 ins.	75.00
Colorado Blue Spruce, 5-yr. transplants (2-3), 6 to 10 ins.	150.00
Engelmann Blue Spruce, 6-yr. transplants (3-2), 6 to 12 ins.	80.00
Norway Spruce, 5-yr. transplants (2-3), 6 to 12 ins.	80.00
Norway Spruce, 4-yr. transplants (2-2), 4 to 10 ins.	70.00
White Spruce, 6-yr. transplants (2-4), 10 to 18 ins.	85.00
White Spruce, 4-yr. transplants (2-2), 5 to 10 ins.	70.00
Upright Yew (Taxus capitata), 5-yr. transplants (2-3), 6 to 10 ins.	250.00

SEEDLINGS (not guaranteed)

European Larch, 2-yr. seedlings (2-0), 4 to 10 ins.	30.00
Japanese Black Pine, 2-yr. seedlings (2-0), 3 to 6 ins.	25.00
Scotch Pine (Austrian Hill), 2-yr. seedlings (2-0), 4 to 8 ins.	25.00
Scotch Pine (Spanish), 2-yr. seedlings (2-0), 4 to 8 ins.	25.00
Scotch Pine (North German), 2-yr. seedlings (2-0), 3 to 8 ins.	20.00
White Pine, 2-yr. seedlings (2-0), 3 to 6 ins.	25.00
Colorado Blue Spruce, 4-yr. seedlings (4-0), 6 to 12 ins.	50.00

TERMS

Cash with order; or one-half cash with order, balance C.O.D. All prices F.O.B. Fryeburg, Maine, net; no discounts. 250 trees of any one kind and size at the 1000 rate. For less than 250 of one kind, ask for retail price list. No extra charge for boxes or packing.

OUR GUARANTEE

90 per cent of all transplants sold at regular wholesale prices as quoted in this list are guaranteed to live. Replacements will be made free of charge for any losses in excess of 10 per cent of the number purchased, provided we are notified of such losses by October 1, 1960. (Seedlings not guaranteed.)

If they are grown in Maine they will grow anywhere. Several other varieties of transplants available. Send for complete list of stock.

WESTERN MAINE FOREST NURSERY CO.
Dept. AN-919 Fryeburg, Maine

VIBURNUM RHYTIDOPHYLLUM

(Leather-Leaved Evergreen Viburnum)

Extra-heavy, stocky plants furnished with good balls of earth. Prices: Each per 100 (25 or more). Write for special quotations on large quantities.

15 to 18 ins.	\$1.50
18 to 24 ins.	2.00
24 to 30 ins.	2.50
30 to 36 ins.	3.25
3 to 3½ ft.	4.00
3½ to 4 ft.	5.00

ANGELICA NURSERIES

R. D. No. 1

Mohnton, Pa.

NURSERY STOCK

<i>Taxus capitata</i>	Each
2 to 2½ ft.	\$5.75
2½ to 3 ft.	7.00
3 to 3½ ft.	8.00
<i>Pieris japonica</i>	
18 to 24 ins.	4.00
2 to 2½ ft.	6.50
2½ to 3 ft.	8.50

We also grow Christmas trees.

W. A. SWIFT NURSERY

R. D. No. 5 Greenville, Pa.

HYBRID RHODODENDRONS

**Evergreens
Ornamental Trees
and Shrubs**

SEPERS NURSERY

N. Delsea Drive
VINELAND, N. J.

NURSERY STOCK

Per 100 Per 1000

<i>Red-leaved Barberry</i>	
2-yr., S., 9 to 12 ins.	\$ 6.50 50.00
2-yr., S., 12 to 18 ins.	10.00 75.00
Row run, 9 to 18 ins.	7.50 60.00
<i>Cornus florida</i> (White Dogwood)	
1-yr., S., budding size.	6.00 50.00
1-yr., S., below budding size	4.50 35.00

Ask for list.

BROUWER'S NURSERIES

Box 25 New London, Conn.

LINING-OUT STOCK

Seedlings, Rooted Cuttings
and Transplants

Write for list.

LEGHORN'S EVERGREEN NURSERY CO., INC.
50 Geer St. Cromwell, Conn.

BENNETT'S NURSERY

R. D. No. 1 Homer City, Pa.

Propagators and Growers of
Superior Quality Stock

Write for complete price lists.

up on garden supplies is 30 per cent, making his gross profit on them \$19,500. On nursery stock a fair markup is 60 per cent, giving him a gross profit of \$27,000. It should not be difficult for this garden center operator to decide which merchandise serves his best interests.

Sales Figures Reversed

Now it is only fair to reverse these figures on sales, because many garden centers sell even more than 65 per cent nursery stock. This makes the gross profit picture even more enticing. The gross profit on \$35,000 sales of garden supplies would be \$10,500, while on \$65,000 sales of nursery stock it would be \$39,000.

Nothing that I have said should be interpreted to mean that the garden center should sell nursery stock only. In the first place, that would be defeating the idea of the garden center. I like to define a garden center as a retail establishment devoted primarily to the sale of nursery stock, but also offering the customer allied merchandise essential for the care and culture of nursery stock.

Judged by this same definition, an establishment that sells garden supplies only is not a garden center. At a garden center the customer expects to be able to buy nursery stock and the allied merchandise known as garden supplies. It is this catering to the customer's convenience that accounts for the success of the garden center. It is a sort of superservice for the gardener.

It has been demonstrated many times that the sale of garden supplies increases in proportion to the sale of nursery stock. For this reason the astute manufacturer of garden supplies encourages his garden center customers to sell as much nursery stock as they can.

MAIL-ORDER CONVENTION

[Continued from page 8]

be made known more effectively, and legislation within the states so as to permit bringing crucial matters before the country as a whole and achieving a broader expression of preferences than is now possible through Congressional action.

Ideas Traded

The opening feature on the afternoon program was an "Idea Trading Post," with Jack Foster, president, Henry Field Seed & Nursery Co., Shenandoah, Ia., as moderator, assisted by Kim Andrews, Andrews Nursery Co., Faribault, Minn. This program innovation involved the installation of a traveling microphone, which could be given to members

PACIFIC COAST NURSERY

Rt. 1, Box 114B, PORTLAND 10, ORE.

Phone: MAYfair 1-3325

**Pioneering Seedling Growers on
the Pacific Coast Since 1914**

***Specializing in Fruit Tree Seedlings,
Shade and Flowering Trees***

**French, McIntosh and
Domestic Apple Seedlings,**
Str. and Br.

Bartlett Pear Seedlings,
Str. and Br.

French Pear Seedlings,
Str. and Br.

Calleryana Pear Seedlings,
Str. and Br.

Manchu Cherry Seedlings
(*Prunus tomentosa*)

Mahaleb Cherry Seedlings

Mazzard Cherry Seedlings

Myrobalan Plum Seedlings

American Plum Seedlings

**Angers Rooted Quince
Cuttings**

Combination carloads to eastern distributing points.

John Holmason & Sons
Props.

JUST
PUBLISHED

\$4.95
per copy

Ornamental Crab Apples

By Arie F. den Boer

- 226 pages
- 4 color illustrations
- 112 drawings and sketches

Written by the leading authority on flowering crab apples, who has spent over 30 years collecting, growing and studying this plant. Descriptions are included of practically every kind now grown by the nursery trade and others which will be offered in the future when they become better known.

Chapters include information on principal species, variety of form, foliage, flowers, time of flowering, fruit, forcing as pot plants and what to plant for various locations and purposes. Also comments on planting, pruning, protection, propagation and diseases and insect pests.

ORDER YOUR COPY NOW.

AMERICAN NURSERYMAN
343 S. Dearborn St.
Chicago 4, Ill.

Please send me _____ copies of *Ornamental Crab Apples* by Arie F. den Boer at \$4.95 per copy.

Name _____

Address _____

City _____ State _____

40,000 AMERICAN RED PINE

(*Pinus resinosa*)

	Each	Each	Each
	10 to 25	25 to 100	100 to 1000
3 to 4 ft., B&B.....	\$4.50	\$4.00	\$3.50
4 to 5 ft., B&B.....	5.75	5.50	4.95

8-yr.-old plants — CONTROLLED PRUNING FOR 4 YEARS

We are not in a beetle area—free from pine-shoot moth. Choice, select, compact plants. Call or write: Van R. Wade.

Phones: Mansfield, Ohio, LA 2-4472 — Butler, Ohio, TU 3-3191 and TU 3-3874. Also affiliated with Wade & Gatton Nurseries.

WADE CHRISTMAS TREE FARMS

Rt. No. 1

Bellville, Ohio

A FIRST!

DAPHNE CNEORUM

Rooted cuttings, \$18.00 per 100;
\$150.00 per 1000.

Write for a copy of our latest catalog.

THE JOSEPH F. MARTIN CO., INC.
Box 189 Painesville, Ohio

PIN OAK SEEDLINGS

	Per 100	Per 1000
6 to 12 ins.	\$ 6.00	\$ 10.00
12 to 18 ins.	8.00	75.00
18 to 24 ins.	12.00	100.00
2 to 3 ft.	17.00	140.00
3 to 4 ft.	22.00	180.00
4 to 5 ft.	30.00	250.00
*4 to 5 ft.	75.00	.....
*5 to 6 ft.	100.00	.....
*6 to 8 ft.	150.00	.....

*Well-branched, straight, good for cash sales.

LEAVENWORTH NURSERIES
12th and Villas Leavenworth, Kan.

willing to offer their experience on various mail-order business problems or who had problems on which they wished advice from others.

To start comment, Mr. Foster asked for suggestions on maintaining clean mailing lists. The first response, by Sidney Gurney, Gurney Seed & Nursery Co., Yankton, S. D., told how the firm maintains two customer files, one a permanent card record by state and town and another in which current buyers are shown. From time to time the current list is checked against the permanent one and new names are added to and new data included in old records.

Every fourth year, cards are checked, and the names of those who have not ordered stock for three years are removed. However, it was found that sending a card to the non-buyers asking if there were reasons for the lack of business or if a catalog were still desired brought back substantial orders. Several other members confirmed this experience.

Regarding frequency of mailings, Ken Tack stated that he felt they could be made at intervals of three or four weeks, provided the firm had definite offers to make.

Mail-Truck Orders

A request for means to avoid damage to packages in transit, especially to mailings through the Chicago post-office department, drew a description of a truck-mail plan from George Rose, Henry Field Seed & Nursery Co. He stated that five firms at Shenandoah, Ia., had cooperated in a program to ship truckloads of mail to Cincinnati, O., to be posted to eastern destinations from the post office there. His firm, which had participated chiefly on a test basis, found that it could save 2.2 cents per parcel under the present mail rates, but this figure would be increased under higher rates in the near future. Other gains were a saving of 24 to 36 hours in delivery time and a phenomenal drop in losses due to damage to stock in transit, this loss figure being reduced 30 to 40 per cent.

The trucking firm provided semi-trailers on a constant schedule between Shenandoah and Cincinnati and did not have to follow a fixed tariff, because the loads were of agricultural nature. Special arrangements had to be made for unloading the truck at Cincinnati. Meter postage which was undated in use was purchased at Cincinnati through the Shenandoah post office, and postal zones were determined from the city of mailing. Iowa nursery inspection certificates were valid for the mailings. It was also permissible

YOU ARE CORDIALLY INVITED TO ATTEND THE

Lawn, Garden & Outdoor Living Division

of the 14th annual

National Hardware Show

at the COLISEUM in NEW YORK

Sept. 28 thru Oct. 2

for the trade only

Join the more than 40,000 buyers who annually make their pilgrimage to the merchandising Mecca for lawn, garden, outdoor living and light farm products. See tomorrow's products and packaging . . . learn about the promotions and profit-offerings of more than 1,000 manufacturers. Plan now to go to the show all buyers know . . . the most complete and diversified trade show in America. Fill out and mail the coupon today for your free badge of admission.

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Please check below if you wish us to make hotel reservations for you.
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☐ Importer-Exporter ☐ Mfgs. Agent ☐ Manufacturer ☐ Other
☐ Please send us your hotel reservation blank.

Minors under 18 yrs. of age will not be admitted under any circumstances.



NORTHERN-GROWN STOCKFall Shipment
September 15 to November 1**TRANSPLANTS**

3-yr., 2

	Per 100	Per 1000
Black Hills Spruce		
12 to 15 ins.	\$30.00	\$250.00
10 to 12 ins.	25.00	200.00
8 to 10 ins.	18.00	150.00
6 to 8 ins.	15.00	120.00
Colorado Blue Spruce		
8 to 10 ins.	18.00	150.00
6 to 8 ins.	15.00	120.00
4 to 6 ins.	12.00	100.00
American Arborvitae		
12 to 15 ins.	18.00	150.00
10 to 12 ins.	15.00	120.00
Mugho Pine, Tyrolean, sheared 2 times		
6 to 8 ins.	25.00	200.00
4 to 6 ins.	18.00	150.00
Norway Spruce		
12 to 18 ins.	18.00	150.00
10 to 12 ins.	15.00	120.00
8 to 10 ins.	12.00	100.00
Austrian Pine		
8 to 12 ins.	15.00	.....

SEEDLINGS

3-yr.

Norway Spruce		
6 to 10 ins.	4.00	35.00
10 to 12 ins.	5.00	40.00
White Spruce		
6 to 10 ins.	3.50	40.00
Austrian Pine		
6 to 10 ins.	5.00	45.00

SEEDLINGS

2-yr.

Colorado Spruce		
2 to 4 ins.	3.00	25.00
Norway Spruce		
3 to 6 ins.	3.50	25.00
Scotch Pine, French		
2 to 4 ins.	3.00	20.00
Austrian Pine		
2 to 4 ins.	3.00	25.00
Mugho Pine, Tyrolean		
2 ins.	3.00	25.00
Douglas Fir, Snowy Mountain		
2 to 4 ins.	3.00	25.00
4 to 6 ins.	4.00	35.00

Strict grade. Best of packing.
Satisfaction guaranteed.**J. R. PALMER & SON**
Blackduck, Minn.**FOR FALL, 1959**

Norway Spruce, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft.
 Austrian Pine, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.
 White Pine, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.
 Red Pine, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.
 Scotch Pine, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.

B&B to specifications.

WADE & GATTON NURSERIESRt. 1 Bellville, Ohio
Phone: Butler, TU 3-2191

to use the Shenandoah return address on the packages.

Other Economies

Possible ways mentioned to offset the new higher rate on third-class mailings were to increase the number of pages of catalogs, to broaden the mailing coverage and to use more color in order to increase the appeal of the catalog.

To stimulate customer interest in making mail-order purchases of nursery stock, suggestions were given to speed shipping service and to give greater attention to quality of stock. One member stated that setting piecework rates for wrappers at rush periods practically doubled their output. Use of two shifts, day and night, was mentioned for a Canadian firm, it being added that the night crew did more work than the other.

On the matter of quality, comments indicated that buyers tend to prefer the higher-priced grades of stock when they have a choice. Generally buyers order the first item in a listing of various grades, it was brought out. Also, showing several grades changes a buyer's attitude to a positive one, because he chooses between products rather than between the ideas of buying or not buying.

Questions on the amount of advertising funds allotted brought out several responses that, while certain sums were set in each year's budget, there usually came a time when management decided whether or not extra effort were needed to expand a customer list or increase sales. If these objectives warranted it, advertising funds were then enlarged.

Opinions on advertising that sought inquiries seemed to favor copy which did not include a special offer.

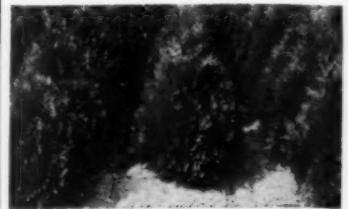
Inquiry Programs

At the conclusion of the general idea exchange period, President Bauge introduced a scheduled speaker, F. L. Frizzell, of the Frizzell Advertising Agency, Minneapolis, Minn. Talking on the subject "Advertising Inquiries and How They Influence Business," Mr. Frizzell stressed the need for planning advertising that is essentially appealing, because the object is a specific, voluntary response. January and February are the months when inquiries are most easily obtainable. Testing of methods is often desirable.

Monthly magazines give the longest life to advertising, he said, but newspapers offer the lowest line cost per million readers. Offers of free merchandise to inquirers may

WE STARTED!
The Fall Digging Season

Our dealers needed plants to supply the homeowner's demand for Labor Day and early September planting.



Blocks like these Dark Green American Arborvitae will furnish stock for those early season cash-and-carry sales.

COME TO SEE US

or
phone for our early fall season list and delivery information.

350 acres in the fertile west Central Ohio area.

BERRYHILL NURSERY CO.
P. O. Box 696 Springfield, Ohio
Phone: FA 2-4421

QUALITY LINERS
FOR**FALL, 1959 — SPRING, 1960**

	Per 100	Per 1000
Quercus (Pin Oak)		
2 to 3 ft.	\$40.00	.....
Red-leaved Barberry		
2-yr., 9 to 12 ins.	7.50	\$ 65.00
2-yr., 12 to 18 ins.	12.00	100.00
1-yr., 6 to 10 ins.	6.00	45.00
Green-leaved Barberry		
2-yr., 9 to 12 ins.	6.00	50.00
2-yr., 12 to 18 ins.	7.50	65.00
1-yr., 9 to 12 ins.	5.00	40.00
Viburnum opulus		
2-yr., 12 to 18 ins.	15.00	.....
1-yr., 6 to 12 ins.	8.00	.....
Viburnum lentana		
1-yr.	6.00	50.00
Rhodotypos scandens		
2-yr., 12 to 18 ins.	12.00	100.00
Syringa vulgaris		
2-yr., 6 to 12 ins.	8.00	75.00
2-yr., 12 to 18 ins.	10.00	85.00

CARLETON NURSERY CO.
11529 Jones Rd. Carleton, Mich.

SPECIALS

	Per 100	Per 1000
<i>Cornus florida alba plena</i> (Double-Flowering White Dogwood), 6 to 12 ins.....	\$50.00	\$450.00
12 to 18 ins.....	75.00	650.00
<i>Cornus florida rubra</i> (Deep Pink-Flowering Dogwood), 6 to 12 ins.....	40.00	350.00
12 to 18 ins.....	70.00	650.00

SEEDLINGS

<i>Berberis thunbergii atropurpurea</i> (Red-Leaved Barberry), 6 to 9 ins.....	8.00	60.00
<i>Castanea crenata</i> (Japanese Chestnut), 1-yr., 6 to 9 ins.....	12.00	100.00
9 to 12 ins.....	15.00	120.00
<i>Castanea mollissima</i> (Chinese Chestnut), 1-yr., 6 to 9 ins.....	12.00	100.00
9 to 12 ins.....	15.00	120.00
<i>Cornus florida</i> (White Dogwood), 4 to 6 ins.....	5.00	40.00
6 to 9 ins.....	6.00	50.00
9 to 12 ins.....	8.00	60.00
<i>Magnolia grandiflora</i> , seeds selected for these seedlings were from trees with large leaves, brown underneath, 2 to 4 ins.....	7.50	60.00
6 to 9 ins.....	10.00	85.00
<i>Mahonia bealei</i> (japonica), 2 to 4 ins.....	6.00	50.00

LINERS GROWN FROM CUTTINGS

<i>Abelia Edward Goucher</i> , 6 to 9 ins.....	12.00	100.00
9 to 12 ins.....	15.00	120.00
<i>Abelia grandiflora</i> , 6 to 9 ins.....	10.00	75.00
9 to 12 ins.....	14.00	120.00
<i>Forsythia Spring Glory</i> , 6 to 9 ins.....	6.00	50.00
<i>Ilex crenata microphylla</i> , 6 to 9 ins.....	15.00	120.00
<i>Ilex crenata rotundifolia</i> , 6 to 9 ins.....	10.00	85.00
field-grown, T., 6 to 9-in. spread.....	25.00	200.00
field-grown, T., 9 to 12-in. spread.....	40.00	350.00
<i>Jasminum floridum</i> , 4 to 6 ins.....	10.00	80.00
<i>Juniperus depressa plumosa</i> (Andorra Juniper), field-grown, T., 9 to 12-in. spread.....	25.00	200.00
<i>Juniperus hetzi</i> , field-grown, T., 9 to 12-in. spread.....	25.00	200.00
<i>Kerria japonica</i> , 6 to 9 ins.....	15.00	120.00
9 to 12 ins.....	20.00	175.00
<i>Magnolia soulangeana</i> , 1-yr., 6 to 9 ins.....	30.00	275.00
<i>Viburnum burkwoodii</i> , 4 to 6 ins.....	17.50	150.00
6 to 9 ins.....	20.00	175.00
<i>Viburnum carlesii</i> (Fragrant Snowball), 6 to 9 ins.....	25.00	200.00
<i>Viburnum lantana</i> , 6 to 9 ins.....	10.00	85.00
9 to 12 ins.....	12.00	100.00
<i>Viburnum opulus sterile</i> (Common Snowball), 4 to 6 ins.....	10.00	80.00
<i>Viburnum rhytidophyllum</i> (Leather-leaved), 4 to 6 ins.....	12.00	100.00
<i>Viburnum tomentosum plicatum</i> (Japanese Snowball), 4 to 6 ins.....	15.00	120.00
6 to 9 ins.....	20.00	175.00
9 to 12 ins.....	25.00	225.00
<i>Weigela vaniciei</i> , 6 to 9 ins.....	10.00	80.00

POTTED PLANT

<i>Euonymus coloratus</i> , 2¼-in. pots.....	15.00	120.00
--	-------	--------

ROOTED LAYERS

<i>Euonymus coloratus</i> , 6 to 9 ins.....	7.50	60.00
<i>Forsythia Spring Glory</i> , 6 to 9 ins.....	...	35.00
<i>Spiraea thunbergii</i> , 6 to 9 ins.....	...	35.00
<i>Spiraea vanhouttei</i> , 6 to 9 ins.....	...	35.00

(PLANTS PACKED FOR SHIPMENT FREE OF CHARGE)

We offer Specimen Trees in the following varieties in quantity.

Cornus Florida (White-Flowering Dogwood)
Cornus Florida Alba Plena (Double-Flowering White Dogwood)
Cornus Florida rubra (Deep Pink or Red-Flowering Dogwood)
Malus (Flowering Crab Apples): *Alameda*, *Almey*, *Arrow*, *atrosanguinea*, *eleyi*, *floribunda purpurea*, *Geneva*, *Gloriosa*, *Hopa*, *Red Silver*, *scheideckeri*
Prunus serrulata Kwanzan (Kwanzan Flowering Cherry)

Trucks Available at Reasonable Rates—Speedy Truck Freight Deliveries

THE SOUTHERN NURSERY AND LANDSCAPE CO.

Winchester, Tenn.

Established 1872

Phone: WO 7-2302

A NEW NAME, BUT AN OLD SOURCE FOR NURSERY-GROWN TREES and SHRUBS

Your inspection invited.

Fall, 1959 — Spring, 1960

SHRUBS

- 400 Pink-Flowering Almond, 2 to 3 ft.
- 50 Aronia brilliantissima, 4 to 5 ft.
- 300 Red Barberry, 2 to 3 ft.
- 120 Green Barberry, 2 to 3 ft.
- 230 Beauty Bush, 3 to 4 ft.
- 850 Bridal Wreath Spiraea, 3 to 4 ft.
- 80 Buckthorn, anthartica, 6 to 7 ft.
- 60 Caragana (Pea Shrub), 3 to 4 ft.
- 1500 Red Twig Dogwood, 3 to 4 ft.
- 400 Forsythia intermedia, 5 to 6 ft.
- 300 High Bush Cranberry, 3 to 4 ft.
- 300 Honeysuckle, Pink Tatarian, 3 to 4 ft.
- 800 Honeysuckle, Red Tatarian, 3 to 4 ft., 4 to 5 ft.
- 725 Honeysuckle, White, 3 to 4 ft., 4 to 5 ft.
- 400 Lilac, Chas. X., 4 to 5 ft.
- 450 Lilac, Ellen Willmott, 3 to 4 ft.
- 325 Lilac, Ludwig Speth, 3 to 4 ft.
- 150 Lilac, Persiana, 4 to 5 ft.
- 100 Lilac, Common White, 4 to 5 ft.
- 700 Philadelphus coronarius, 4 to 5 ft.
- 450 Philadelphus virginialis, 3 to 4 ft.
- 85 Ninebark, monogynus, 3 to 4 ft.
- 300 Prunus cistina, 4 to 5 ft.
- 200 Spiraea, thunbergi, 4 to 5 ft.
- 100 Euonymus alatus, 3 to 4 ft.
- 150 Euonymus alatus compactus, 2 to 3 ft.
- 500 Viburnum lantana, 3 to 4 ft., 4 to 5 ft.
- 60 Witch Hazel, vernalis, 3 to 4 ft.

TREES

- 40 Echtermeyer Weeping Crab Apple, 1½ to 2½-in. cal.
- 20 Floribunda Crab Apple, 2½ to 3½-in. cal.
- 25 Eley Crab Apple, 2 to 2½-in. cal.
- 60 Lemoine Crab Apple, 2 to 2½-in. cal.
- 30 Lemoine Crab Apple, 6-stem clusters, 8 to 9 ft.
- 20 Ringo Crab Apple, 2½ to 3-in. cal.
- 30 Whitney Crab Apple, 2½ to 4-in. cal.
- 130 Moline Elm, 2 to 4-in. cal.
- 60 American Elm, 4 to 6-in. cal.
- 25 Horse Chestnut, 3 to 4-in. cal.
- 50 Thornless Honey Locust, 2 to 3½-in. cal.
- 50 American Sycamore, 2 to 4-in. cal.
- 120 European Mountain Ash, 1½ to 2½-in. cal.
- 65 American Mountain Ash, 1½ to 2½-in. cal.
- 120 Niobe Weeping Willow, 3 to 6-in. cal.
- 50 Assorted Apple and Pear, 3 to 4-in. cal.

EVERGREENS

- 180 Andorra Juniper, 3 to 4-ft. spread
- 150 Golden Pfizer Juniper, 4-ft. spread
- 50 Sabina Von Ehron Juniper, 4-ft. spread

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Each set of 100 loose sheets in attractive, stout board case.

Each plate shows an accurate color reproduction of the full hue and three graduated tints of the full hue. In so far as possible, an example of a flower in each designated color is given. In addition, each page offers useful information relating to the series, such as equivalent color designations, brief history of each color term, synonymous terms in foreign languages.

Issued by the British Colour Council in collaboration with the Royal Horticultural Society.

AMERICAN NURSERYMAN

343 So. Dearborn St.

Chicago 4, Ill.

bring more response, but the quality of the prospects is not likely to be of the best, customerwise.

Use of color adds greatly to the appeal of an ad and stimulates response. The speaker emphasized the value of obtaining the advice of advertising specialists skilled in effective techniques and having experience with reader reactions.

Catalog Improvement

The next speaker, Elvin McDonald, eastern editor, Flower & Garden magazine, Levittown, N. Y., gave the group a host of ideas for thought in his talk "Can Your Catalogs Be Improved?" In a rapid-fire presentation of specific recommendations, reflecting personal opinions and suggestions of others, including many members of the Garden Writers' Association of America, he urged first a complete and accurate index, then easily found and neatly ruled order blanks, with return envelopes, preferably printed on colored stock and bound in to prevent loss. Be sure to explain symbols used in the text and have the explanations where they will be useful, he said. Better appearance is obtained when only a few type faces are used. The name and address of the firm are both desirable on the cover of the catalog.

A personal touch adds to the work and can be obtained through the use of portraits of management and staff and through illustrations showing buildings and other facilities of the business. Collections of "Our Favorites" and plants for problem areas were suggested for lists. Recommended times to visit an establishment can be stated in the catalog, and among the helpful services that can be given is the listing of special plant groups, such as the American Rose Society, where gardeners can obtain assistance in their hobby.

Specific Aids

Some letters from customers who write interesting information can be printed. A printed request that customers notify a firm of any change of address is worthwhile. A list of the planting times for catalog items is useful. Plant descriptions should be specific and if they contain helpful cultural data, such as type of soil needed, blooming dates, etc., they will give the catalog longer life. Lists of the best plants in a group as named by specialists assist a buyer, but they necessitate the seller's carrying reasonable supplies of the items recommended, so as not to frustrate the customer. Outdated varieties should be replaced regularly by im-

proved ones, although the old-timers can be grouped in some separate listing.

Colors used to portray plants should be accurate. Suggesting plants that can be used together for good color effect or for some other desirable purpose will both aid the buyer and increase sales. Offers of books on gardening subjects can be more frequently made.

In general, catalogs should appear friendly and be enjoyable to read, Mr. McDonald concluded.

The session was then adjourned for members to participate in a social hour sponsored by the Flower Grower magazine.

Final Session

The final session of the convention was called to order Tuesday morning, August 11, with the president advising that Dr. Brunk would continue the discussion about a marketing research program for the mail-order nurserymen which was begun the day before. In order to initiate a marketing research program, Dr. Brunk stated that a trade association has to identify its problems. It has to know what it wishes to learn and has to attempt to figure what the results will be. The problems should be specific, not general, such as "What can we do to obtain more money for our product?" Next, a judgment valuation has to be made of the problem to determine whether it actually can be solved. Then it has to be determined what research procedure will be used to attack the problem. And finally it has to be decided what it will cost to carry out the research properly.

Dr. Brunk pointed out there are various regional groups of experiment stations which will undertake such problems if it is known that the association has already made a thorough study of the problem.

The type of research which can be done falls in the following categories: Market development, that is determining what kind of package will sell a product best; methods engineering, figuring out the methods used to wrap the package, and, finally, information and statistics on the product.

George Rose, chairman of the research committee, was called upon to give his recommendations on proposed action on a marketing program. He stated that there is a need to evaluate the problems of the industry and to find out what the major problems actually are. He suggested retaining the group headed by Dr. Brunk to assist in determining if some of the problems decided upon

[Continued on page 116]

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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

RECOVERABILITY

For the past three years the Eastern Shore area of Maryland seems to have had a series of unfavorable spells of weather, culminating this year with a serious 6-week drought from the middle of May until the Fourth of July. When conditions of low humidity and high temperatures had made things critical, along came the edge of hurricane Cindy with six inches of rain, followed by frequent rains the rest of the month. Under conditions such as these, it becomes possible to study closely the ability of plants to recover from injury and adversity.

This quality, like many others in plants, varies greatly. When drought completely shrivels the leaves on a red oak, it invariably means death; a beech or a maple under the same circumstances may still recover, depending upon the time of the year. Early loss of foliage forces the plant to rely on growth from latent buds, while later in the year it is easier for the plants to put out new leaves from well-formed buds.

Plant Indicates Water Need

For all plants there is a limit of tolerance, beyond which drying becomes death—a sort of point of no return. It is difficult for a professional plantsman to impress on his gardening friends the fact that there are signs a plant gives indicating need for more moisture. It is at this time that adequate watering will easily prevent damage.

These signs are a change in the tone of green of the leaves, a slightly limber or leathery feeling in the leaves or even a change in the leaves' position. Unfortunately, plants are too often let go to the next stage, which is the last stage before the point of no return.

The indicators of this second phase usually are a radical change in the color of the leaves to yellow or brown; a papery, dried out feeling, and severe wilting. When plants are suffering from these symptoms, adequate water must be applied immediately or the plant will die.

Different types of plants respond differently to drought and recover differently. Grasses and herbaceous plants recover quickly. A lawn so

dry that one would not dare drop a match on it can turn a lush green within a week after a heavy rain.

Annual plants stop growing in a drought, and their remaining strength is diverted to flower and seed production. Then, if a heavy rain occurs in midseason, they will return to heavy vegetative growth. Herbaceous perennials often go partially dormant and then sprout from the crown when ample moisture is again available.

I suppose if there is one class of plants more sensitive to drought than any other, and less able to recover from drought damage, it is the broad-leaved evergreens. There are few of these that can lose their leaves and then resume normal growth, although I have seen azaleas do it. Evergreen privet, nandina, abelia and even boxwood seldom recover. The last-named recovers if the defoliation has been quick, so that the stems have remained succulent;

otherwise the boxwood does not.

Boxwood and certain other similar plants recover quickly from severe wilting if the foliage is watered thoroughly. One can frequently take advantage of a plant's ability to absorb a great deal of moisture through its leaves. The oft-repeated admonition not to water foliage in the hot sun can be seriously harmful. I have seen some valuable old boxwoods die from lack of water, but I have watered hundreds in the full sun and never seen any harm done.

One would think trailing plants could stand defoliation better than shrubs and trees, but pachysandra (in my area, at least) dies out if the dry weather kills the leaves. Recently I saw this happen in New York state; so the reaction would seem to be the same in cooler climates.

Conifers, too, behave with considerable variability when it comes to recovering from drought. In the first place, conifers are somewhat more drought resistant as a class, and some of them are quite resistant.

Some conifers show drought injury in a browning of their needles. Others show it by losing the needles, dropping some in a mild

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drought and all of them under severe conditions. Recovery in a conifer when all the needles turn brown is rare, while it is usual when part of the needles are shed and still possible even when all of them are.

The needle-bearing evergreens, such as pines, spruces and firs, do not as a rule make any additional growth in midsummer but stay semidormant until the following spring. Evergreens with scalelike leaves, such as arborvitae and juniper, make their drought-recovering growth in late summer.

AMEND FLORIDA LAW

Nursery stock dealers and agents in Florida are exempt from paying nursery inspection fees under the terms of an amendment that was signed into law by Governor LeRoy Collins recently. The new amendment specifies that inspection fees apply to nurserymen only, although dealers and agents, as well as nurserymen, are still required to register with the state plant board in obtaining a certificate of inspection.

VIBURNUMS

[Continued from page 15]

leaves are smaller and glossier than those of *V. carlesi*. The Park Farm Hybrid form is an English cultivar that is supposed to have a more spreading habit and slightly larger flower clusters, but it does not perform at the Arnold Arboretum so well as the species.

V. carlescephalum: 9, Z 5 (*carlesi* x *macrocephalum*)—A most interesting hybrid with rounded, fragrant flower heads up to five inches in diameter, grown in 1932 at the Burkwood & Skipworth Nursery. The foliage has a sheen to it, making it better in this respect than *V. carlesi*. Certainly, it is one of the best, although admittedly not so fragrant as *V. carlesi*.

V. carlesi: 5, Z 4 Korea—This old-fashioned favorite is fast being replaced by *V. burkwoodii*, *V. carlescephalum* and *V. juddii*, for it is often subject to a graft blight disease as it grows older. Because of its sweet fragrance, it will be a hard plant to eliminate from any list, but the fact should be noted that, in the long run, other species can be considered of more enduring ornamental value. The fruit is blue black and appears very early in the summer.

V. cassinoides: 6, Z 3 NE U.S.—Red-black fruit, red autumn foliage and always a dependable display of both in the fall. The fruit goes through an interesting color change from green to yellowish to red to

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12 to 18 ins.	9.00	80.00	12 to 18 ins.	2.40	20.00
ASH, Green			18 to 24 ins.	3.20	28.00
12 to 18 ins.	2.40	20.00	OAK, Bur		
18 to 24 ins.	3.20	28.00	2 to 3 ft.	17.00	140.00
2 to 3 ft.	4.00	35.00	3 to 4 ft.	22.00	180.00
3 to 4 ft.	6.00	50.00	4 to 5 ft.	28.00	240.00
4 to 5 ft.	8.50	75.00	5 to 6 ft.	35.00	300.00
CATALPA speciosa			OAK, Pin		
12 to 18 ins.	2.40	20.00	6 to 12 ins.	6.00	55.00
18 to 24 ins.	3.20	28.00	12 to 18 ins.	8.00	75.00
2 to 3 ft.	4.00	35.00	18 to 24 ins.	12.00	100.00
3 to 4 ft.	5.50	50.00	2 to 3 ft.	17.00	140.00
CRATAEGUS mollis			3 to 4 ft.	22.00	180.00
9 to 12 ins.	7.00	....	4 to 5 ft.	28.00	240.00
12 to 18 ins.	9.00	....	OAK, Red		
18 to 24 ins.	13.00	....	6 to 12 ins.	6.50	60.00
DOGWOOD, Red Osier			12 to 18 ins.	9.00	80.00
6 to 12 ins.	4.00	35.00	18 to 24 ins.	12.00	100.00
ELM, American			PRUNUS armenica		
6 to 12 ins.	1.40	12.00	12 to 18 ins.	5.00	45.00
12 to 18 ins.	2.40	20.00	18 to 24 ins.	7.00	60.00
18 to 24 ins.	3.20	28.00	PRUNUS besseyi		
ELM, Chinese			6 to 12 ins.	2.50	22.00
6 to 12 ins.	1.40	12.00	12 to 18 ins.	3.50	30.00
12 to 18 ins.	2.40	20.00	18 to 24 ins.	5.50	50.00
18 to 24 ins.	3.20	28.00	2 to 3 ft.	8.00	75.00
2 to 3 ft.	4.50	40.00	PRUNUS subhirtella pendula		
3 to 4 ft.	7.50	65.00	6 to 12 ins.	7.00	50.00
4 to 5 ft.	12.00	100.00	12 to 18 ins.	10.00	90.00
HONEY LOCUST, Thornless			18 to 24 ins.	13.00	110.00
6 to 12 ins.	1.70	14.00	PRUNUS serrulata		
12 to 18 ins.	2.30	20.00	6 to 12 ins.	7.00	50.00
18 to 24 ins.	3.30	30.00	12 to 18 ins.	10.00	90.00
2 to 3 ft.	5.00	45.00	18 to 24 ins.	13.00	110.00
3 to 4 ft.	8.50	75.00	REDRUB (Cercis canadensis)		
4 to 5 ft.	14.00	120.00	6 to 12 ins.	5.00	50.00
$\frac{3}{16}$ to $\frac{1}{2}$ -in. cal. (for budding understock)		25.00	12 to 18 ins.	7.50	65.00
KOELREUTERIA paniculata			18 to 24 ins.	9.00	80.00
9 to 12 ins.	9.00	80.00	ROSA MULTIFLORA, Thorny		
12 to 18 ins.	12.00	100.00	$\frac{1}{4}$ -in. cal. and up.	5.00	45.00
LIQUIDAMBAR styraciflua			$\frac{3}{16}$ to $\frac{1}{4}$ -in. cal.	4.00	35.00
6 to 12 ins.	10.00	70.00	$\frac{1}{2}$ to $\frac{3}{4}$ -in. cal.	2.70	22.00
MAPLE, Amur			ROSA WICHURAIANA		
12 to 18 ins.	5.50	50.00	6 to 8 ins.	7.00	50.00
MAPLE, Silver-Leaved			8 to 12 ins.	9.00	60.00
6 to 12 ins.	1.50	15.00	RUSSIAN OLIVE		
12 to 18 ins.	3.00	25.00	6 to 12 ins.	2.20	20.00
18 to 24 ins.	4.00	35.00	12 to 18 ins.	3.30	30.00
2 to 3 ft.	5.50	50.00	18 to 24 ins.	5.00	45.00
3 to 4 ft.	8.50	80.00	2 to 3 ft.	7.50	65.00
4 to 5 ft., whips and lightly br.	14.00	125.00	3 to 4 ft.	8.50	80.00
5 to 6 ft., whips and lightly br.	20.00	175.00	SYCAMORE, American		
6 to 8 ft., whips and lightly br.	25.00	200.00	6 to 12 ins.	3.50	30.00
			12 to 18 ins.	5.50	50.00
			18 to 24 ins.	9.00	80.00
			2 to 3 ft.	12.00	100.00
			VIBURNUM dentatum		
			6 to 9 ins.	7.00	65.00
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200 American Sycamore, $\frac{1}{4}$ to 2-in. cal.

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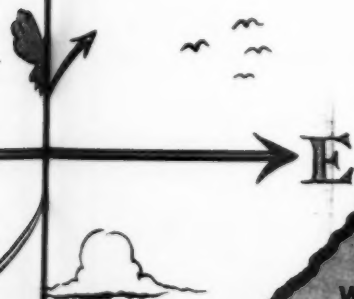
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Less than 300, total order, 2c more per plant. Less than 50 of any item, 4c more per plant. See classified under lining-out stock for other items.

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black, sometimes with all colors in the same cluster of fruit. This species lends itself well to massing, either in wooded areas or in full sun.

V. davidi: 3, Z 7 China—Light blue fruit in September to October; dark, evergreen, leathery leaves, deeply rugose—a handsome foliage specimen for the south.

V. dentatum: 15, Z 2 U.S.—Blue fruit; glossy, reddish autumn color. Vigorous, with many shoots from the base, it is not for specimen use, but is a generally serviceable foliage plant, since it grows well in almost any kind of soil and can be used as a quick-growing filler.

V. dilatatum: 9, Z 5 E Asia—Handsome and profuse red fruit, russet-red autumn foliage and a dense habit—one of the best viburnums for fall display. Fruiting has been found best when several seedlings are grown together. Flower clusters are often five inches in diameter.

V. dilatatum xanthocarpum: Same as above, except with yellow fruit.

V. fragrans: 9, Z 6 N China—The first viburnum to bloom in the north, this has not proved too satisfactory in the Boston area, because severe winter cold or late freezes will kill or mar the flower buds that normally open in early April. It may have more merit in warmer areas like southern Pennsylvania or eastern Virginia. It can be classed as an interesting shrub, but not one that will prove highly satisfactory in all situations. Its chief value lies in its early spring flowers, the clusters being only one and one-half to two inches wide. A popular plant in England.

V. furcatum: 10, Z 5 Japan—Similar to *V. alnifolium*, but of more upright habit. The fruits are red, and large sterile flowers surround the flat flower cluster. This species also is for use only in moist, shaded situations; it is of no value in full sun.

V. grandiflorum: 6, Z 7 Himalayas—Fruit is blackish purple, the fragrant flowers are white to pale flush rose and bloom in February and March. Closely allied to *V. fragrans*, but the flowers are larger, being two to three inches in diameter, and the plant is less hardy.

V. harryanum: 9, Z 7 China—Fruit black; evergreen, privetlike leaves.

V. Henryi: 9, Z 7 C China—An evergreen with red to black fruit, of special interest because its flowers and fruit clusters, four inches high and about as wide, are slightly pyramidal in nature.

V. japonicum: 6, Z 7 Japan—Lustrous evergreen leaves, six inches

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2-year, root-pruned,
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2-year, seedlings, 2 to 5 feet

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ANNA NURSERY

Anna, Ill.

long; red fruit in the fall, flowers fragrant.

V. juddi: 8, Z 5 (carlesi x bitchiense)—Red-black fruit, fragrant, originated in 1920 in the Arnold Arboretum. It is of more bushy and spreading habit than *V. bitchiense*, hence a better ornamental. It also has better foliage than *V. carlesi*, but the flowers are not so fragrant.

V. lantana rugosum: 15, Z 3 Europe to W Asia—The species, with its black raisinlike fruit and gray-green leaves, is not nearly so popular as it used to be, even though it is noted as being one of the few viburnums for dry soil situations. This variety seems to have larger and darker green leaves; hence the plant looks better than the species, and the variety Lee's may eventually prove even better.

V. lentago: 30, Z 2 U.S.—Large, flat clusters of small flowers that are conspicuous in the spring; fruit going through a colorful change from green to yellowish to red to blue, sometimes with all colors in the same cluster; glossy foliage turning purplish red in the fall. This useful background or screen plant can be grown as a shrub or tree with a single trunk, either as a specimen or on the edge of the woods. It blooms profusely every year.

V. lobophyllum: 15, Z 5 C and W China—Fruit is a bright red, and, although the plant does not bear too profusely while young, it is one of the best at maturity. This species is similar in ornamental qualities to *V. betulifolium*, but is more easily grown—the reason it is recommended in preference to the other species.

V. macrocephalum: 12, Z 6 China—The largest of the snowballs, with flower clusters up to six inches in diameter. Sometimes semievergreen in the south.

V. macrocephalum keteleeri: 12, Z 6 China—The wild form of the Chinese snowball with only the marginal flowers being sterile, this is still a handsome bush for the south, slightly harder than the species.

V. nudum: 15, Z 6 U.S.—Closely akin to *V. cassinoides*, but more adaptable to the south, where it is native.

V. odoratissimum: 10, Z 9 India, Japan—A magnificent evergreen where it proves hardy, with pyramidal flower clusters.

V. opulus: 12, Z 3 Europe—Bright red fruit, red fall foliage color. This species has been a popular plant in the United States for a long time, even though the fruit has an unpleasant odor. The marginal flowers

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<i>Berberis thunbergii atropurpurea</i> 100 1000 2500						
10,000 2-yr., 8.,						
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17,500 2-yr., 8.,						
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12 to 15 ins.12	.11	..			
<i>Berberis thunbergii Crimson Pygmy</i> (Dwarf Red Barberry)						
15,675 3-yr., T.,						
6 to 12 ins. ....	.60	.50	\$0.45			
<i>Buxus ingris</i> , NEW, very hardy						
1990 2-yr., pot .....	.35	.30	.28			
<i>Buxus koreana</i> (Hardy Boxwood)						
2700 2-yr., pot .....	.35	.30	.28			
1750 3-yr., pot .....	.40	.35	.32			
<i>Euonymus alatus compactus</i> (Dwarf-Winged Euonymus)						
2000 2-yr., T.,	.35	.28	.25			
<i>Euonymus fortunei vegetus</i>						
3000 2-yr., T.,	.55	.48	.45			
<i>Juniperus chinensis hetzi</i>						
4000 2-yr., T.,						
6 to 10 ins. ....	.40	.35	.32			
<i>Juniperus chinensis pfitzeriana</i>						
15,000 1-yr., pot .....	.25	.22	.20			
2000 2-yr., pot .....	.40	.35	..			
<i>Juniperus chinensis pfitzeriana compacta</i>						
2000 2-yr., pot .....	.40	.35	..			
<i>Picea pungens moerheimi</i> , spring only						
500 pot grafts	1.25	1.20	..			
500 1-yr., from grafts ..	1.75	1.65	..			
<i>Picea pungens glauca</i> (Blue Spruce)						
6000 2-yr., 8.,						
good blue .....	.25	.18	.16			
<i>Pinus nigra</i> (Austrian Pine)						
2800 2-yr., 8.,						
6 to 12 ins. ....	.20	.16	.14			
<i>Taxus cuspidata</i>						
16,575 2-yr., pot .....	.30	.28	.25			
500 3-yr.,						
from plant band ..	.40	.35	..			
2600 3-yr., pot .....	.40	.35	.32			
<i>Taxus cuspidata capitata</i>						
30,000 2-yr., 8.,	.12	.10	.09			
3900 5-yr., T.,						
cutling grown ....	.75	.65	.60			
<i>Taxus cuspidata nana</i> (Dwarf Yew)						
800 2-yr., pot	\$.30	\$.28	\$.25			
<i>Taxus cuspidata wardi</i>						
200 3-yr., pot .....	.40	.35	.32			
400 3-yr.,						
from plant band ..	.40	.35	..			
<i>Taxus densiformis</i>						
10,000 2-yr., T.,	.45	.43	.40			
400 3-yr., pot .....	.40	.35	..			
<i>Taxus henryi</i> , dense spreader						
5500 2-yr., pot .....	.32	.30	..			
<i>Taxus intermedia</i> , Seblan strain						
1900 2-yr., pot .....	.30	.28	.25			
1600 3-yr., pot .....	.40	.35	.32			
400 3-yr.,						
from plant bands ..	.40	.35	.32			
500 5-yr., T.,	.75	.65	.60			
<i>Taxus media</i>						
1500 2-yr., pot .....	.30	.28	.25			
<i>Taxus media andersoni</i> , spreader						
2400 2-yr., pot .....	.30	.28	..			
1100 3-yr., pot .....	.40	.35	.32			
2200 3-yr.,						
from plant band ..	.40	.35	.32			
300 5-yr., T.,	.75	.65	.60			
<i>Taxus media brownii</i> , globe						
4150 2-yr., pot .....	.30	.28	.25			
<i>Taxus media Halloran</i> , upright						
525 5-yr., T.,	.75	.65	.60			
<i>Taxus media hatfieldi</i>						
600 2-yr., pot .....	.30	.28	.25			
900 3-yr., pot .....	.40	.35	.32			
400 3-yr.,						
from plant band ..	.40	.35	..			
<i>Taxus media hicksi</i> , upright						
2950 2-yr., pot .....	.30	.28	.25			
4400 3-yr., pot .....	.40	.35	.32			
400 3-yr.,						
from plant band ..	.40	.35	..			
7930 5-yr., T.,	.75	.65	.60			
<i>Viburnum carlesi</i>						
1400 3-yr., T.,						
12 to 15 ins.	1.00	.80	.70			
<i>Viburnum opulus nanum</i>						
3615 3-yr., T.,	.50	.40	.35			
<i>Weigela vaniciei</i> , red						
5000 1-yr., T.,	.25	.20	.18			



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in the flat cluster are large and sterile. It is similar to *V. trilobum*, but its fruits are too tart to make preserves. It has been popular too long to be discarded, yet there is no reason why the native *V. trilobum* or one of its many clones would not prove just as ornamental in gardens.

V. opulus compactum: 5 to 6, Z 3—This form flowers and fruits well. It is a desirable plant for the small place, where the species would be too tall.

V. opulus nanum: 1 to 3, Z 3 Europe—A low, dense-growing dwarf that seldom flowers.

V. opulus xanthocarpum: Identical with the species, except that it has bright yellow fruit.

V. prunifolium: 15, Z 3 U.S.—Autumn color a shining red, fruit blue black, flowers in flat clusters. This plant is frequently grown as a small tree. It can be used as a substitute for hawthorns, because of its growth habit, and it is not susceptible to all the pests that trouble hawthorns. The fruits have been used for preserves since colonial times; sometimes they are as much as a half-inch long. It certainly is one of the best large viburnums for ornamental use in the north.

V. rhytidophylloides: 18, Z 5 (lantana x *rhytidophyllum*)—This has been listed under its synonym, *V. lantanoides*. As it becomes better known, it may well take the place of *V. lantana*. There are not many fruits to the cluster; they are small and at first reddish and rather inconspicuous, but the leaves are four to seven inches long. The clone Willow Wood Seedling, originating at Gladstone, N. J., in 1932, should be tried more widely, for the lustrous rugose leaves and arching habit indicate that it has promise as an ornamental.

V. rhytidophyllum: 9, Z 5 C and W China—Not a plant for the open, windy place, but the handsome crinkled leaves of this large viburnum make it an excellent specimen, evergreen in the warmer south, but semievergreen and fairly hardy as far north as Boston. The red to black fruits are outstanding. The variety roseum might be given a small preference merely because the flower buds are pink and not white; otherwise it is identical with the species.

V. rufidulum: 30, Z 5 SE US.—This is the southern counterpart of *V. prunifolium*, but hardy as far north as Boston. The autumn color is a rich red; the leaves are an excellent lustrous dark green. All in all, it is one of the best of the larger viburnums. Fine specimens live over winter in the Arnold Arboretum, but

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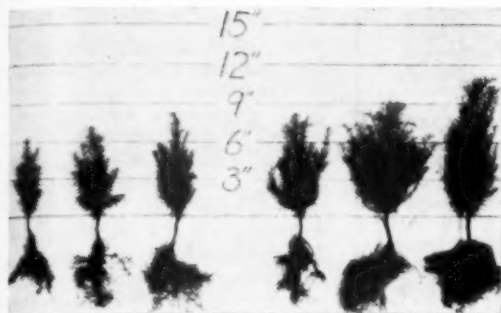
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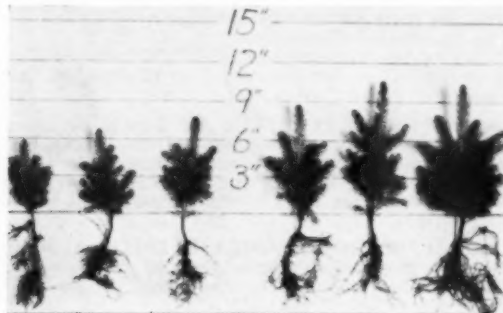
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in the north, *V. prunifolium* is more reliably hardy.

V. sargentii flavum: 12, Z 4 NE Asia—The Sargent viburnum does not seem to bear so many fruits as the native *V. trilobum* and *V. opulus*, which it resembles in form, flower and fruit. Consequently, the species is not in the recommended list, but there are so few viburnums with yellow fruit that this variety might well be considered.

V. setigerum aurantiacum: 12, Z 5 C and W China—Of value only for its orange-yellow fruit. As a specimen the plant tends to be leggy and open at the base, eventually decidedly vase-shaped. The flowers are of little interest, but the bright orange, globular fruit stands out from all others.

V. sieboldi: 30, Z 4-5 Japan—Easily one of the best because of its long, dark, wrinkled leaves; its vigorous, upright, treelike habit, as well as the slightly rounded clusters of its flowers. The fruits are bright red before they turn black and fall, but they are borne on red fruit stalks early in the summer, and these remain on the plant for several weeks after the fruit has fallen and give it a reddish color. As a large specimen plant it might be considered the best of the viburnums for the northern United States. There is supposed to be a variety (*reticulatum*) that is smaller than the species, but our plant of this is as yet too young to be judged properly.

V. suspensum: 6, Z 9 Japan—Flowers are white, tinged pink, fra-

grant; fruit red; leaves evergreen; does well when planted in shade; has the reputation of not flowering freely.

V. tinus: 10 to 20, Z 7-8 Mediterranean region—This is considered an indispensable shrub in many southern gardens. Several varieties are available; the fruit is metallic blue, and the leaves are small and evergreen. It can be used as a clipped hedge and will thrive in the shade, but flowers better in the sun. The variety *lucidum* is probably the best of several, with larger flower clusters than the species, but it is tenderer.

V. tomentosum: 9, Z 4 Japan, China—This species is now correctly termed *V. plicatum tomentosum*, but it has been known so long as *V. tomentosum* that this and its varie-

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ties are so listed here. The plant forms its branches in horizontal planes, and the flat flower and fruit clusters are borne on the top, making a most interesting specimen. Large, sterile flowers surround each cluster of fertile flowers, which are followed by fruit that remains bright red for some time before turning black and being quickly consumed by the birds. The autumn color is reddish, and the species can grow as broad as tall.

V. tomentosum mariesi (correctly termed *V. plicatum mariesi*): This has larger flowers and fruit than the species, and the plant itself grows twice as wide as tall; one of the better forms for this excellent reason. The cultivar *Lanarth* is similar.

V. tomentosum roseum (correctly termed *V. plicatum roseum*): A variety in which the sterile flowers first open white and gradually fade to an excellent deep pink. This may not happen in all soils, but when the combination of soil and climate cause the flowers to fade this color, it makes an excellent colorful specimen.

V. tomentosum sterile (correctly termed *V. plicatum*): The commonly grown Japanese snowball, only slightly less hardy than the European snowball, but not so susceptible to disfiguring attacks of plant lice. Carl E. Kern, of Wyoming Nurseries, Cincinnati, O., has a form of this variety that is said to be pink from the time it first opens its flowers. Our plants have not yet flowered, but from color pictures I have seen, this should be an exceptional ornamental, if it produces good pink flowers every year.

V. trilobum: 12, Z 2 N U.S.—Similar in both ornamental and botanical characteristics to *V. opulus*; it may well be that these two species are considerably mixed in the trade. The fruit of the native species is red, starting to turn color in late July and remaining on the plant a greater part of the winter. The fruit is edible, and various clones like Wentworth, Hahs and Andrews have been selected for their large, excellent-tasting fruit, which has been used in preserves for years. Prof. A. G. Johnson, of the University of Minnesota, is currently making other selections for good habit and good fruit. This species seems to do best only in the north and does not prove satisfactory as far south as Virginia.

V. veitchii: 6, Z 5 C China—Red to black fruit; one of the best of the *V. lantana* group; more rounded in outline and not nearly so upright as *V. lantana*; very dense.

V. wrightii: 9, Z 5 Japan—Fruits are red, one third inch long, and

rounded, and the plant is closely related to *V. dilatatum*. It has performed well in the Arnold Arboretum.

V. wrightii hessei: More dwarf in habit than the species, otherwise similar.

Viburnums That Might Be Discarded

- A—differs little from the species.
- B—fair, but other recommended viburnums are as good or superior as ornamentals.
- C—of little ornamental value.

acerifolium glabrescens A
acerifolium ovatum A
betulifolium—does not fruit well while young; same general character as *V. wrightii* B
bitchiense—straggly and open in habit C
bracteatum C
buddleyifolium—similar to *V. lantana* B
burcjaeticum C
barkwoodi Park Farm Hybrid A
calvum B
cinnamomifolium—fruit smaller than that of *V. davidi* B
cordifolium B
corylifolium B
cotinifolium—closely allied to *V. lantana* and similar in foliage B
cylindricum B
dasyanthum B
dentatum deami A
dentatum pubescens A
ellipticum B
erosum—similar to *ichangense*—flowers well but often fails to fruit B
erosum taqueti A
erubescens B
erubescens gracilipes A
foetidum B
foetidum ceanothoides A
foetidum rectangulatum A
fragrans album A
fragrans candidissimum A
hillieri Winton B
opulus variegatum—poor foliage color except in spring
opulus pink type—our plant, a snowball type, shows a slight tinge of pink just before flower fall—not enough to make it worth growing for this reason.
orientale—similar to *V. acerifolium* C
ovatifolium, plants open and leggy at base B
phlebotrachium C
plicatum lanceolatum A
plicatum parvifolium A
propinquum—akin to *V. davidi* and *cinnamomifolium* C
propinquum lanceolatum A
rafinosquianum C
rafinosquianum affine C
rhytidocarpum—somewhat similar to *rhytidophyllum* B
rhytidophyllum variegatum—poor foliage color C
sargentii—does not fruit so well as *V. opulus* B
sargentii calvescens A
scabrellum—similar to *V. molle* B
schenianum C
setigerum B
sympodiale B
urceolatum C
utile B
wilsoni—similar to *V. hupehense* B
wrightii eglandulosum A
hupehense—leggy at base B
ichangense B
jackii B

[Continued on page 70]

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<i>Berberis mentorensis</i> , 1-yr., 10 ins., R.C.18	.15
<i>Deutzia gracilis</i> , 1-yr., 10 ins., R.C.12	.10
<i>Deutzia g. rosea</i> , 1-yr., 10 ins., R.C. ....	.12	.10
<i>Deutzia lemoinei</i> , 1-yr., 10 ins., R.C. ....	.12	.10
<i>Euonymus alatus</i> , 1-yr., 10 ins., R.C. ....	.20	.15
<i>Euonymus alatus compactus</i> , 1-yr., 10 ins., R.C. ....	.20	.15
<i>Euonymus coloratus</i> , 1-yr., 8 ins., R.C. ....	.15	.12
<i>Euonymus erectus</i> , 1-yr., 10 ins., R.C. ....	.15	.12
<i>Euonymus Silver Edge</i> , 1-yr., 6 ins., R.C. ....	.18	.15
<i>Euonymus vegetus</i> , 1-yr., 10 ins., R.C. ....	.15	.12
<i>Forsythia Beatrix Farrand</i> , 1-yr., 12 ins., R.C. ....	.18	.15
<i>Potentilla Gold Drop</i> , 1-yr., TT. ....	.30	.25
<i>Ribes alpinum</i> , 1-yr., 10 ins., R.C. ....	.15	.12
<i>Viburnum americana</i> , 1-yr., 10 ins., R.C. ....	.18	.15
<i>Viburnum dentatum</i> , 1-yr., 10 ins., R.C. ....	.15	..
<i>Viburnum lentago</i> , 1-yr., 10 ins., R.C. ....	.15	..
<i>Viburnum opulus sterile</i> , 1-yr., 10 ins., R.C. ....	.15	.12
<i>Viburnum tomentosum</i> , 1-yr., 10 ins., R.C. ....	.15	.12
<i>Weigela Java Red</i> , 1-yr., 8 ins., R.C. ....	.30	.25
<i>Weigela</i> , Variegated, 1-yr., 10 ins., R.C. ....	.15	.12
<i>Acer palmatum atropurpureum</i> , 2¼-in. peat pots ....	.50	..
<i>Berberis Crimson Pygmy</i> , 2¼-in. peat pots ....	.30	..
<i>Cotoneaster divaricata</i> , 2¼-in. peat pots ....	.30	.25
<i>Cotoneaster apiculata</i> , 2¼-in. peat pots ....	.35	.30
<i>Cotoneaster adpressa</i> , 2¼-in. peat pots ....	.35	.30
<i>Caryopteris Blue Mist</i> , 2¼-in. peat pots ....	.25	.20
<i>Euonymus Silver Edge</i> , 2¼-in. peat pots ....	.30	.25
<i>Euonymus Sarcocoe</i> , 2¼-in. peat pots ....	.30	..
<i>Hypericum Hidcote</i> , 2¼-in. peat pots ....	.25	.20
<i>Honeysuckle</i> , Hall's variegated Golden Leaf, 2¼-in. peat pot. .	.40	.35
<i>Hydrangea petiolaris</i> , 2¼-in. peat pots ....	.40	.35
<i>Kerria japonica flore-pleno</i> , 2¼-in. peat pots ....	.25	.20
<i>Magnolia soulangeana</i> , 2¼-in. peat pots ....	.45	.40
<i>Potentilla Gold Drop</i> , 2¼-in. peat pots ....	.25	.20
<i>Potentilla Kathryn Dykes</i> , 2¼-in. peat pots ....	.25	.20
<i>Pyracantha coccinea lalandi</i> , 2¼-in. peat pots ....	.35	.30
<i>Spiraea coccinea japonica</i> , 2¼-in. peat pots ....	.25	.20
<i>Rosa hugonis</i> , 2¼-in. peat pots ....	.25	.20

CHAMPION NURSERIES PERRY, OHIO

SUMMER BARGAINS Specimen Evergreens

	18 to 24 ins.	2 to 3 ft.	3 to 4 ft.	4 to 5 ft.
<i>American Arborvitae</i>	\$1.85	\$2.75	\$3.25
<i>Canart Juniper</i>	1.95	2.85	3.40
<i>Juniperus columnaris glauca</i>	1.90	2.90	3.50
<i>Globe Arborvitae</i> \$1.85
<i>Hemlock</i> 1.75	2.00	2.85	3.50
<i>Keteleer Juniper</i>	2.25	2.85	3.25
<i>Mugho Pine</i> 2.95
<i>Juniperus pyramidalis</i>	1.90	2.35	2.65
<i>Scotch Pine</i> 1.75	2.25	3.25	3.95
<i>Taxus hicksi</i> 2.50	3.25	3.95	....
<i>White Pine</i> 1.75	2.40	2.95	3.75

Other varieties and sizes in finished stock and in containers.

SPECIAL—4-yr. select Colorado Blue Spruce in quart cans, 21c each.

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Arborvitae—American Pyramidal, Berekmans Golden, Globe
Firs—Balsam and Douglas
Hemlock, Canadian
Juniper, Irish
Pines—Austrian, Japanese Black, Japanese Red, Scotch, White
Spruce—Norway and White
Yews—cuspidata, Hatfield and Hick's

B&B BROAD-LEAVED EVERGREENS — including:

Azaleas—Assorted varieties and sizes
Berberis—Julianae
Boxwood—sempervirens and suffruticosa
Elaeagnus—fruticosa and simoni
Euonymus—patens and vegetus
Ilex—convexa, microphylla, rotundifolia
Ligustrum—lucidum, ionandrum
Magnolia grandiflora—1½ to 6 ft.
Osmanthus—fortunei and illicifolius
Photinia serrulata
Pyracantha—1-gal. containers—assorted varieties

CONTAINER-GROWN PLANT MATERIAL

FRUITS:

Dwarf Apple Trees—Assorted varieties
Dwarf Pear Trees—Assorted varieties
Fig Trees
Blueberry Plants

FLOWERING SHRUBS:

Almond, Pink-Flowering—Assorted sizes
Althea—Assorted colors
Crape Myrtle—Assorted colors
Deutzia—crenata, gracilis, Pride of Rochester
Euonymus alatus—Assorted sizes
Flowering Quince—Assorted sizes
Forsythia—Dwarf, Lynwood Gold, Spring Glory
Hydrangea PeeGee—Assorted sizes
Kerria japonica—Assorted sizes
Snowball, Japanese—Assorted sizes
Spiraea—Assorted varieties and sizes
Weigela rosea—Assorted sizes
Winterberry (Ilex verticillata)—Assorted sizes

FLOWERING TREES:

Flowering Crab Apples—Assorted varieties and sizes
Dogwood, Pink-Flowering—Assorted sizes
Flowering Peach—Pink, Red, White—Assorted sizes
Plum, Red-leaved, Flowering—Red foliage at this time. Excellent for early fall planting.

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Submit want list for quotations or, better still, visit our nursery if possible and make your selections.

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See classified section for our midsummer surplus sale on Ilex varieties and others.



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kansuense—somewhat similar to opulus, but no marginal sterile flowers C
lantana B
lantana discolor A
lantana macrophyllum A
lantana variegatum A
lantanoideae praecox (alnifolia praecox) A
lentago sphaerocarpum A
molle (similar to dentatum) B
molle leiophyllum A
mongolicum B
nudum angustifolium A
opulus roscum—the European snowball, a popular plant but most susceptible to infestations of plant lice that seriously mar the foliage and stems.

Need More Study

The following viburnums need more study concerning their eventual usefulness:

V. bodnantense — (fragrans x grandiflorum) with large clusters of well-scented white flowers (flower buds rose colored) blooming from November onward in mild climates (originated at Bodnant, Wales, 1935). It grows up to 11 feet in height and the clone Dawn is supposed to be one of the best. Too new in the United States to be properly judged, but probably not too hardy in the north. Our young plants show foliage of V. fragrans and the flowers are supposed to be larger.

V. carlesii compacta—our plants yet too small to judge them properly.

V. cassinoides nanum—should be a good variety, but several plants we have had do not seem reliably hardy.

V. chenaultii—supposed to be a good form of burkwoodii, but our plants are yet too small to note major differences, except that the leaves are about the same size but not so lustrous as those of burkwoodii. The plant also may be considerably denser in habit.

V. fragrans Bowles—probably a good form of the species, but ours have shown little differences yet.

V. fragrans compactum — our plants are small, look similar but have not flowered.

V. fragrans nanum—a form in England two and one half feet tall but five feet across.

V. opulus Notcutt's Variety—cannot see much difference between this and species. Ours have been very susceptible to dogwood borers; supposed to be taller growing, with larger fruit.

V. sieboldii reticulatum—supposed to be smaller in every way than species.

V. trilobum compactum (nanum)—whether or not there are two such varieties and whether they differ from V. opulus varieties I do not as yet know. Both are listed as being available from at least one commercial source.

V. trilobum Pink Flowered—the

HOLLAND BULBS of Exhibition Quality

MAIL YOUR ORDER EARLY

Darwin Tulips

(In bags of 100)	Per 1000
Top size—13 cm. and up	
Allbright—Bright red, 24 ins.	\$42.00
Aristocrat—Pink	44.00
Bartigon—Crimson-red, 24 ins.	44.00
Campfire—Deep red	42.00
Clara Butt—Appleblossom-pink, 26 ins.	42.00
Cordell Hull—Red with white stripes	44.00
Farncombe Sanders—Rose-scarlet, 28 ins.	42.00
Golden Age—Deep buttercup-yel., 28 ins.	44.00
Greuze—Violet-blue, 26 ins.	40.00
La Tulipe Noire—Purple-black, 26 ins.	48.00
Paul Richter—Geranium lake, 24 ins.	44.00
Philip Snowden—Salmon-pink, 26 ins.	44.00
Pride of Haarlem—Large red, 28 ins.	42.00
Princess Elizabeth—Rose-pink, 28 ins.	42.00
Queen of Night—Black, 28 ins.	40.00
Red Pitt—Scarlet, good force, 26 ins.	44.00
Rose Copland—Orchid, 24 ins.	40.00
The Bishop—Blue, 28 ins.	50.00
Wm. Pitt—Red, 24 ins.	40.00
Yellow Giant—Deep yellow, 30 ins.	40.00
Zwanenburg—Pure white, 26 ins.	50.00
Rainbow Mixture—All colors	40.00

Cottage Tulips

Albino—Pure white, 22 ins.	46.00
Carrara—Purest white, 24 ins.	46.00
Golden Harvest—Pure, large yellow	40.00
Marjorie Bowen—Soft salmon-rose, 28 ins.	42.00
Mrs. J. T. Scheepers—Yellow, 26 ins.	50.00
Princess Margaret Rose—Yellow, red edge	42.00
Rainbow—Fine mixture	40.00

Botanical Tulips

Clusiana—Candy cane stick	55.00
Red Emperor—Extra-large, scarlet	60.00

DAFFODILS

Heavy Mother Bulbs	Per 1000
Cheerfulness—Double white	\$ 75.00
Geranium poetaz—6 to 8 flowers	70.00
Golden Harvest—Very large yellow	110.00
Imperator—Large pure white	90.00
King Alfred—Best yellow, frilled	85.00
Mount Hood—Large white	100.00
Mrs. R. O. Backhouse—Pink	85.00
President Lebrun—Bicolor	100.00
Rembrandt—Large yellow—Imp. K.A.	90.00
Texas—Double orange	90.00
Thalia—Pure white, 4 to 5 blooms	100.00
Mixture for Naturalizing—D.N. and Round	50.00

DUTCH IRIS

Wedgewood—Light blue	Per 1000
Golden Harvest—Yellow	\$50.00
H. C. Van Vliet—Blue	25.00
Imperator—Deep blue	25.00
White Excelsior—White	25.00

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TULIPS

Single Tulips

(In bags of 100)	Per 1000
Top Size	
Couleur Cardinal—Dark red	\$60.00
Keizerskroon—Red with yellow border	55.00

Double Tulips

Electra—Wine-red	55.00
Mr. Van der Hoef—Yellow	55.00
Orange Nassau—Orange	55.00
Peachblossom—Deep pink	55.00
Schoonoord—White	55.00

Parrot Tulips

Top size 13 cm. and up	Per 1000
Black Parrot—Black	44.00
Blue Parrot—Heliotrope	42.00
Fantasy—Clear pink with green stripes	42.00
Orange Favorite—Deep fragrant	44.00
Red Champion—Immense, fiery-red	52.00
Sunshine—Golden-yellow	50.00
Texas Gold—Orange-yellow, 24 ins.	42.00
Therese—Cherry-red (strong)	50.00

Triumph Tulips

Top size 13 cm. and up	Per 1000
Bandoeng—Mahogany-orange, 24 ins.	\$42.00
Crater—Deep crimson-red	42.00
Denbola—Deep amaranth, white edge, 26 ins.	50.00
Edith Eddy—Red with white border	42.00
Elmus—Scarlet, creamy-white edge	42.00
Kansas—Pure white	42.00
Makassar—Deep yellow, 24 ins.	44.00
Mr. Kerbert—Appleblossom	44.00
Paris—Orange-red, edge yellow, 24 ins.	50.00
Red Giant—(The best red)	50.00
Rose Beauty—Pink	42.00
Ursa Minor—Golden-yellow	48.00

Peony-flowering Tulips

Eros—Old rose, very double, 28 ins.	55.00
Livingstone—Bright scarlet, 28 ins.	50.00
Mt. Tacoma—Pure white, 26 ins.	48.00
Nizza—Yellow striped, feathered red, 26 ins.	50.00
Symphony—Double Pride of Haarlem	50.00
Uncle Tom—Dark glittering red, 28 ins.	50.00

SPECIAL NEW HYBRID DARWIN TULIPS

DOVER—Length of petal, 3½ ins., fully open, 8 ins. across, fiery poppy-red, large.
 GENERAL EISENHOWER—Length of petal, 3½ ins., fully open, 8 ins. across, orange-red.
 SPRING SONG—Length of petal, 4 ins., fully open, 8½ ins. across, red, striking.
 PRESIDENT ROOSEVELT—Length of petal, 4½ ins., fully open, 9½ ins. across, warm rose-red.
 HOLLAND'S GLORY—Length of petal, 3½ ins., fully open, 8 ins. across, orange-scarlet.
 RED MATADOR—Length of petal, 3½ ins., fully open, 8 ins. across.
 EMPIRE STATE—Largest and tallest of all. Second year out, crossing Red Emperor and Red Pitt. 9½ ins. across.

Packed 50 to a bag, \$7.50 per 100.

CROCUS

Purpureus Grandiflorus—	Per 1000	Per 1000
Large purple	9 to 10 cm.	8 to 9 cm.
Mont Blanc—Pure white	\$20.00	\$16.00
King of the Striped—White lilac	25.00	18.00
Mammoth Yellow—Golden-yellow	20.00	16.00
Mixture—All colors	20.00	16.00
Snowdrops, nivalis	\$20.00	
Scilla Campanulata—in 3 colors, blue, white, pink	25.00	
Scilla Spring Beauty—Blue	35.00	
Chionodoxa Luciliae	20.00	

HYACINTHS

(Packed 50 in a bag)

Bismarck, porcelain-blue	
Carnegie, pure white	
Cyclops, the best red	
Deft Blue, fine blue	
L'Innocence, pure white	
Marconi, deep pink	
Ostara, medium blue	
Pink Pearl, rich deep pink	
Queen of the Pinks, large pink	
Yellow Hammer, golden-yellow	
Top size 18 to 19 cm.	Per 100
Extra bedding size 15 to 16 cm.	\$13.00
	8.00

MUSCARI

(Grape Hyacinth) Top size—Blue	Per 1000
Album—White	\$20.00
ANEMONE	
De Caen—Single	25.00
Double St. Bridget	25.00

Gelatly Nut Nurseries, of Westbank, British Columbia, Canada, is said to have this, but I have never seen it. V. vetteri (lentago x nudum)—I have never seen it.

NEW TOWSON DIVISION

Towson Nurseries, Inc., Cockeysville, Md., announces the recent establishment of a full-time wholesale department catering especially to garden centers, landscape designers, landscape contractors and nurserymen. The stock offered for wholesale sales is landscape and specimen-size material, including many scarce and

rare items. William Warner Price has been named manager of the new department.

BARBERRY QUARANTINE

A revision of the black stem rust quarantine has been announced by the United States Department of Agriculture, for the purpose of adding to the list of rust-resistant species and horticultural varieties of barberry, mahoberberis and mahonia plants two additional varieties: Berberis thunbergii atropurpurea Red-bird and B. thunbergii aurea.

A considerable list of rust-resistant

varieties of the three genera may be moved in the 19 states now affected. The list may be obtained from the plant pest control division of the United States Department of Agriculture, Washington, D. C.

BILL SMART, Shenandoah Nurseries, Shenandoah, Ia., was operated on for a perforated ulcer Thursday, August 6. He is progressing satisfactorily in a hospital at Colorado Springs, Colo.

SPONSLER'S NURSERY, Visalia, Calif., has opened a store at 10953 18th avenue, Lemoore.



**HOW ABOUT LETTIN'
OZARK NURSERY
SUPPLY THIS SEASON'S
SHRUBS, TREES
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HERE'S JUST A SAMPLE

- Fruit Trees — Standard and Dwarf
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- Flowering Shrubs
- Evergreens — Broadleaves and Conifers
- Roses

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NEW BULLETINS

TREE PEST DATA

Available through the tree pest information service, state university college of forestry, Syracuse, N. Y., is a series of free leaflets providing data on tree pests compiled by Dr. Howard C. Miller, in cooperation with Prof. Aubrey H. MacAndrews, head of the department of forest entomology. Similar in general style, these are 4-page leaflets with an illustration of the pest subject and its typical symptom appearing on the cover page. Damage caused, a description of the pest, the life cycle and control measures are given for each pest.

Subjects of this group of circulars are the elm leaf beetle, white-pine weevil, European pine-shoot moth, birch leaf miner, cankerworms, tent caterpillars, gypsy moth, pine needle scale, pine sawflies and spruce gall aphids, as well as carpenter ants and subterranean termites.

From the same source can be obtained circulars on spruce canker; needle rust; cedar rust; and farmers' bulletin No. 2004, of the U. S. D. A., on the Japanese beetle.

WEED CONTROL FOLDER

Extension folder F-261 published by Michigan State University, East Lansing, offers homeowners a brief and concise explanation of the basic principles of weed control in turf areas and suggests efficient methods of applying dry and liquid herbicides. Written by Buford Grigsby, M. S. U., and entitled Lawn Weed Control, the folder includes specific control recommendations, in convenient tabular form, for a long list of Michigan weeds.

EAST MALLING REPORT

Of the five sections that comprise the 1958 annual report of the East Malling research station, near Maidstone, Kent, England, perhaps the most interesting to American nurserymen will be the one devoted to research reports and reviews. It is also the longest section, occupying 100 of the 204 pages. Copies are available from the station for \$2.50.

In a few of the reports, staff members of the station give comparative figures on the growth and cropping of apple scions on various Malling and Malling-Merton rootstocks over a period of 13 years; examine the ef-

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\$7.50 per 1000, F.O.B.

Wire-bound 100 to bunch.

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fect that a bud's original position on scion stock has on its subsequent growth; report experiments undertaken to determine whether or not a virus is responsible for the incompatibility of some pear varieties with quince rootstock, and describe the persistence in a fruit tree nursery of areas of poor growth where related species were previously grown.

The remaining 20 reports in the section cover such topics as the effect of defoliation on the cropping of apples, storage conditions in relation to gloeosporium rot of apple and control measures for various insects and diseases attacking fruit trees.

The station's administrative report, along with a log of activities at the experimental farm and a brief general review of research work conducted and papers published during 1958 complete the comprehensive East Malling report.

MICHIGAN STRAWBERRIES

Recently reissued by the cooperative extension service of Michigan State University, East Lansing, is extension bulletin 356, entitled Strawberries in Michigan and written by Harry K. Bell, Jerry H. Mandigo and R. F. Carlson, of the university staff.

This 55-page bulletin is directed primarily to beginning growers and supplies data on crop values and production costs as well as detailing the steps in establishing a home or commercial planting. Many sections of the booklet, however, such as those evaluating strawberry varieties and those on cultural practices and insect and disease control, are of value to the established strawberry grower. Many photographs and line drawings are used to illustrate the text.

SHEARING YULE TREES

To aid Michigan Christmas tree growers in meeting an ever-increasing competition for markets, Michigan State University has issued its extension bulletin No. 359, Shearing and Shaping Christmas Trees. Lester E. Bell, extension specialist in forestry, author of the 16-page bulletin, points out the purposes of shearing and the advantages to be gained from the practice.

The several types of cutting tools that can be employed are briefly discussed, and recommended shearing methods and programs are outlined for pines, spruces and firs. The text is supplemented by many illustrations and by a set of tables that condense the suggested shearing programs for ready reference.

FLOWERING TREES

QUALITY PLANTS AT ATTRACTIVE PRICES.

FLOWERING CRAB APPLE

Almey	Each
2 to 3 ft., whips.....	\$0.35
3 to 4 ft., whips.....	.40
4 to 5 ft., whips.....	.60
5 to 6 ft., whips.....	.80
3 to 4 ft., br.....	.60
4 to 5 ft., br.....	.70
5 to 6 ft., br.....	.90

CHEROKEE PRINCESS DOGWOOD

White Dogwood	Each
24 to 30 ins.....	\$0.85
30 to 36 ins.....	1.00
3 to 4 ft.....	1.50
4 to 5 ft.....	2.50

FLOWERING CRAB APPLE

Eleyi and Hopa	
2 to 3 ft., whips.....	.30
3 to 4 ft., whips.....	.35
4 to 5 ft., whips.....	.45
3 to 4 ft., br.....	.45
4 to 5 ft., br.....	.60
5 to 6 ft., br.....	.75

(Add 50c extra for balled and burlapped plants. All balls are hand sewn.)

CORNUS FLORIDA RUBRA

Pink Dogwood	
6 to 12 ins.....	.40
12 to 18 ins.....	.50
18 to 24 ins.....	.60
24 to 30 ins.....	.85
30 to 36 ins.....	1.00
3 to 4 ft.....	1.50
4 to 5 ft.....	2.50
5 to 6 ft.....	3.50
6 to 7 ft.....	5.00

(For balled and burlapped trees, add the following)

3 to 4 ft.....	.50
4 to 5 ft.....	.75
5 to 6 ft.....	1.00
6 to 7 ft.....	1.00

All plants are hand sewn.

You are cordially invited to visit our nursery at any time. We are located approximately one mile off Highway 41-A West.

CHEROKEE CHIEF DOGWOOD

Red Dogwood (Plant Pat. No. 1710)

	Each	Each	Each
	1 to 9	10 to 29	30 to 100
12 to 18 ins., B.R....	\$1.15	\$1.10	\$1.00
18 to 24 ins., B.R....	1.50	1.40	1.25
24 to 30 ins., B.R....	1.75	1.65	1.50
30 to 36 ins., B.R....	2.35	2.20	2.00
3 to 4 ft., B.R.....	4.00	3.85	3.50
4 to 5 ft., B.R.....	5.25	4.95	4.50
5 to 6 ft., B.R.....	7.00	6.60	6.00
6 to 7 ft., B.R.....	8.80	8.30	8.00

(Every tree carries the Cherokee Chief patent tag)

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Silver Maple, Hall's Honeysuckle, Flowering Peach, Forsythia, Crab Apple, Fruit Trees, Poplar, Privet.
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PLANT NOTES HERE AND THERE

By C. W. Wood

Curious Silver Thistle

Seekers after interesting plants should find much to intrigue them in the genus of composites known to botanists as carlina. *Carlina acaulis*, for instance, is a hardy perennial, fairly permanent and quite decorative at all stages of growth, whereas most carlinas are either annuals or biennials.

Acaulis leaves are finely divided and feathery, ending in thistlelike spines, and are no small part of the plant's charm. The flowers, as the specific name implies, are practically stemless, being spread out in a wide, thistlelike head. The heads are creamy white and broad, often six inches or more across when full grown, and are surrounded by long, narrow, petallike scales. It bloomed during June and July in my trials, according to the record, though I seem to recall that the heads were presentable far beyond that time.

The entire plant is seldom over four or five inches high in the lean, light soil and sunshine that are required for best results in appearance and length of life. One reads in the literature that it needs an alkaline soil, but my experience seemed to indicate that any common garden soil will do, so long as it is well drained and not too rich.

A Small Restharrow

The great family of legumes has given the gardener a host of useful garden plants, both economic and ornamental. Of the latter, the restharrow deserves some mention, especially the small, lovely *Ononis cenisia*, from Mount Cenis in Italy. It is really a subshrub, made up of prostrate stems, carrying small, 3-parted, legume leaves. It is usually smothered in beautiful, rose-pink, pealike flowers all during July.

In my trials it bloomed best when given well-drained, sandy soil, on the sterile side, on a gentle slope, in full sun, but it was then sometimes hard to keep going; it was longer-lived when given the same kind of soil in an eastward-facing wall. Although it is harder than one would expect of a southern plant, I found that some protection from the biting winds of winter was beneficial. Planting seeds in an outdoor frame in March gave good germination; fall and summer planting was not too

successful for me. It did well in pots during its flowering season in the show garden. It is, in my opinion, a lovely little shrub that should have the neighborhood nurseryman's attention.

Lapeirousia Cruenta

While looking for the foregoing note on restharrow, I found another that may be of interest to the neighborhood nurseryman looking for something out of the ordinary. It concerns a little iris cousin, *Lapeirousia cruenta*, from south Africa, an unusual flower of unusual charm. Although it was not reliably hardy this far north (northern Michigan), it usually went through winters when given good protection and should be hardy under mulch in all except the coldest sections.

It grows from a small corm, making freesialike growths to the height of about a foot. Its disk-shaped flowers have a tube an inch or more long and a lower lobe like a viola's,

all of a showy red color, and are borne in a 1-sided spike. Because I was noted for unusual plants when I conducted a nursery, I never had any trouble in disposing of all (never a large number, though) I could grow. It comes easily from seeds sown as soon as ripe and does well in a partly shaded frame.

Aster Star of Eisenach

I suppose it was because *Aster subcoeruleus* proved not hardy enough for my climate that I found out it was a good subject for winter forcing. Then, when its lovely variety *Star of Eisenach* was introduced, I was ready to enjoy it. While going over some old notes for the year 1938, I noticed reference to the pleasure the plant gave us that winter when it was flowered indoors in a 5-inch pot. The clumps were taken up in mid-November, after they had been frozen lightly three or four times, potted in 5-inch clay pots and put in a protected frame until the

PINK FLOWERING DOGWOOD
AMERICA'S FAVORITE FLOWERING TREE

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turn of the year, when the plants were set in temperatures of 50 to 55 degrees Fahrenheit.

The results were really spectacular when the plants commenced to produce large (two and one-half inches across), lavender daisies, on stems about one foot tall. If the climate permits outdoor culture, the same pleasing performance occurs in June. If one sells blooming pot plants in winter or lives where Star of Eisenach can be grown outdoors, I think he will find this variety profitable. It grows in any good garden soil in sun or part shade and is propagated from divisions. In the garden the clumps should be divided about every fourth year, perhaps every third year if an overrich soil has induced rapid increase of crowns.

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Generally speaking, I get little pleasure from strawflowers or everlastings, their stiff, coarse appearance being displeasing to even my uneducated eye. However, the Swan River everlasting, *Helipetrum manglesi*, made a favorable impression on me and on many visitors when it was in my trials a few years ago, not only as a part of winter bouquets, to which its small, pink heads on long, graceful pedicels added a charming touch, but also as a pleas-



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ing garden plant. In the latter role, the seeds and plants may be started early into growth indoors for a long season of bloom or the seeds sown in the open in a sunny, well-drained situation. This variety also makes good pot plants.

My experience with *H. manglesi* as a potted plant has been restricted to the usual procedure familiar to most gardeners, which need not be repeated here, but I find an account in Loudon's "Ladies Companion to the Flower Garden" (fifth edition, London, 1849) which may have points of appeal to nurserymen who are interested in this phase of gardening. "The seeds must be sown the first week of April," the writer noted, "in a soil composed of three parts of heathmold and one of loam; and the young plants pricked out the first week in May into small thumb pots, or sixties, filled with a similar soil. In a week's time they should be shifted into pots a size larger; they should then be shifted into larger pots and the blossom buds pinched off.

"The shifting may well be repeated five or six times, always pinching off the blossom buds, till the plants have attained a large size and shrubby character, which will generally be about the middle of August, and when they may be permitted to flower. A plant which had been treated in this manner, and which was given to me by Captain Mangles, measured a foot and a half high and four feet in circumference. It had about a thousand blossoms on it expanded at one time and it continued producing a succession of flowers from August to the middle of November."

Copper-Brown Iris Varieties

The coming of copper-brown shades in the tall bearded class of iris has brought great popularity for that color, with consequent increase in sales. As I go about gardens and nurseries, I have been keeping my eyes open to make comparisons and offer the following preliminary observations.

Although Pretty Quadroon continues to be one of the favorite copper-brown iris varieties that I know, some of the newer ones may usurp its place. One who finds the copper browns and copper tans too dull to excite him usually admits that Pretty Quadroon has a touch of life, no doubt due to some unseen pigment in its make-up. Its child, Beechleaf, is even more blessed in that respect, making it one of the loveliest coppery-brown (with accent on the copper) varieties that I have examined.

Those who know about these mat-

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ters tell me that it carries an undertone of violet in its coloring. In any event, its large flowers on 3-foot stems come alive as do no other flowers of this color class. It is still a little too high-priced for anyone except the specialist or the grower with a list of iris fans among his clientele, but it would be well to keep it in mind, I am sure.

Dicentra Paramount

The new dicentra hybrids which have been coming on the market during recent years are going to add a lot of beauty to summer and autumn gardens, with their long-season production of pleasing colors. And they are colorful, as witness the new variety Paramount, which is termed lacquer red by the experts. A friend who saw it in July said it was a mass of color. When I saw it in late September of the same year, its foot-tall, olive-green bushes were still just as colorful. That, coupled with its ease of culture in sun or part shade, tells this observer that these hybrids, which include the older variety Bountiful, are going to be highly useful to garden makers.

Daffodil Cantabile

There must be a host of gardeners who, like me, look upon daffodils as cutting material perhaps even more than as garden ornaments. To all such, may I recommend the Guy Wilson variety, Cantabile? It is not a new one, but seems to have escaped the notice of the general public, though one is likely to find it in most large collections. It is one of the best poet narcissi for cutting that I know, and its coloring is exquisite (pure white perianth and green eye, with a yellow ring and red rim). It should be remembered, though, that the flower should be cut just as soon as it opens to prevent fading of the distinct shades in sunshine.

Salvia Purple Glory

Though I have had no direct experience with Salvia Purple Glory, all that I read about this sage sounds promising. Foot-long spikes of deep purple flowers on 30-inch stems from May until autumn would fit it into many a garden scheme. The pictures and descriptions would indicate that it is an improvement on a plant that I introduced to American gardens more than a quarter of a century ago as Salvia Gladwood Hybrid. This was later identified at the Bailey Hortorium as *S. superba*, which is now listed in "Hortus" as a sterile hybrid of *S. sylvestris*.

But either there is something wrong with my conclusions or in the "Hortus" identification, for *S. Glad-*

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Redbud, 1 1/2-in. cal. and smaller
Red Maple (*rubrum*), 8 to 10 ft., 6 to 8 ft.
Sweet Gum, 2-in. cal., 1 1/2-in. cal. and smaller
Tulip Poplar, 3-in. cal. and sizes smaller
Sycamore, 3-in. cal., 2-in. cal., 1 1/2-in. cal. and smaller
European Mountain Ash, 8 to 10 ft., 6 to 8 ft.
Chinese Elm, all sizes 6-in. cal. and smaller
Cornus florida and **Cornus florida rubra**, 7 to 8 ft. and sizes down to 18 to 24 ins.
Purple Fringe, sizes 6 ft. and smaller
Oak-Leaved Hydrangea, in quantity, mostly 3 to 4 ft., heavy, br.
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wood Hybrid (S. superba, as identified at the Hortorium) self-sows freely. Be that as it may, I have high hopes of S. Purple Glory's filling a now-vacant spot in summer gardens.

Geums for Cutting

A Pennsylvania beginner in the trade who has a good outlet for summer cut flowers asks if geums would suit his purpose. If the experiences of other growers of cut flowers is a good basis for judgment, I should expect them to be suitable additions for Pennsylvania conditions.

Because my climate is unkind to most geum hybrids, especially of the G. chilense group, I do not try to keep up with the parade of new varieties. Therefore, my knowledge of them as cut flowers is somewhat limited. Growers who are interested in cut flowers of bright hue and who live in sections where geums like Mrs. Bradshaw and Lady Stratheden can stand the winters would do well, I think, to investigate the entire genus, especially the new named hybrids.

My favorite, for hardiness and cutting qualities, among the newly named varieties that I tried is Wilton Ruby. It has the brightest color of any geum that has been in my trials—a dazzling scarlet in a shade that shows up well under artificial light and combines well with everything that can be used with red shades.

It was among the hardest I have had, though it, like others of its kind, did not thrive in my light soil, even when it was given about half shade and regular irrigation. Therefore, I should not advise growing geums for cutting in any but a clay or clay-loam soil.

For cut flowers, it would, however, be better to choose between Wilton Ruby and Fire Opal. Certainly, the latter is just as hardy, and its brilliant orange-scarlet color is scarcely less attractive. And if my observations are correct, it is even more floriferous, producing its large (up to three inches across) flowers quite

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steadily from June to autumn. If the correspondent wants a less vivid shade, he would do well to investigate the coppery Princess Juliana. It is both hardy and vigorous. Then, of course, the golden-yellow Lady Stratheden is always popular.

The named varieties may be propagated by division at almost any time of the growing season. If they are to be wintered in the open, the dividing should be done early enough to give them time to become established before freezing weather overtakes them; if they are to be wintered in protected frames, they may be divided after the fall selling season is over.

CALIFORNIA SALES LEAD

The California department of agriculture reported that the state led the nation in 1958 in sales of nursery products and cut flowers with sales totaling more than \$36,000,000.

Wholesale sales of nursery products accounted for \$21,300,000 of the total, almost tripling the amount sold in Texas, which ranked second.

Wholesale California sales of cut flowers — carnations, chrysanthemums, gladioli and roses—brought another \$15,000,000, about \$1,500,000 more than second-ranked Florida.

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PLANT PATENTS

The following plant patents were issued recently, according to Rummeler & Snow, Chicago patent attorneys:

No. 1847. Rose plant. To Charles Malerin, Varces-Allieres et Risset, France, assignor to Conard-Pyle Co., West Grove, Pa. A new and distinct variety of rose plant of the hybrid tea class, characterized particularly as to novelty by the unique combination of a well-balanced and vigorous habit of growth; dark green foliage of medium size; excellently formed blooms, which are considerably larger and have greater petalage than those of all other varieties in a similar color range, and a pure pastel-lilac general color tonality of the blooms, which is unusual in a rose of this class and which is retained without fading throughout the life of the bloom.

No. 1848. Strawberry plant. To Floyd Hartman, Stanton, Mich., assignor to John H. Rhoades and Evelyn E. Rhoades, both of Lansing. A new and distinct variety of strawberry plant, characterized by a large, essentially coreless, nonfibrous fruit rich in flavor and aroma and with indented achenes; the substantially uniform development of a moderate to slightly deeper red color entirely through the skin and fruit during ripening; the highly regular contour of the fruit which is essentially that of an elongated cone, being practically circular in transverse cross section between its stem and tip, narrowly rounded at the tip and broadly rounded at the stem, and the nonrecessed character of the calyx seat and the flaring of the sepals away from the surface of the fruit around the calyx seat in the ripened fruit.

No. 1849. Rose plant. To Dennison H. Morey, Jr., Pleasanton, Calif., assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of rose plant of the climbing hybrid tea class, characterized particularly as to novelty by the unique combination of a climbing habit of plant growth; excellent foliage, which is retained to the base of the plant throughout the entire summer; reblooming qualities that occur throughout the summer; large flowers of the hybrid tea type, and a distinctive Pinard-yellow color of the blooms, with the lower half of the petals lightly overcast with empire yellow.

No. 1850. Rose plant. To Eugene S. Boerner, Newark, N. Y., assignor to Jackson & Perkins Co., Newark. A new and distinct variety of rose plant of the hybrid tea class, characterized particularly as to novelty by the unique combination of heavy, dark green foliage; many thorns distributed on the stem; prolific flower production; very large flowers of hybrid tea form, and a distinctive color tonality of the flowers varying from spectrum red in the bud stage through rose red, lightly overcast with spinal pink, in the half-open bud stage to thulite pink, lightly overcast with cameo pink, in the fully opened flowers.

No. 1851. Dianthus caryophyllus plant. To William Zombory and Sophia Zombory, Detroit, Mich., assignors to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of the Dianthus cary-

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<i>Rhus cotinus</i> , 1-yr., S.	9.00	80.00
<i>Stewartia pseudocamellia</i> , 1-yr., S.	25.00	200.00
<i>Tilia cordata</i> , 1-yr., S.	12.00	100.00
<i>Viburnum carlesii</i> , 1-yr., S.	22.50	200.00
<i>Viburnum dentatum</i> , 1-yr., S.	9.00	80.00
<i>Viburnum lentago</i> , 1-yr., S.	12.00	100.00
<i>Viburnum setigerum</i> , 1-yr., S.	15.00	125.00

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No. 1852. Camellia plant. To John Lester Schworer, Oakland, Calif. A new and distinct variety of camellia plant, characterized by its flower of medium to large diameter but of exceptional depth; by its rose-colored semidouble to anemone-peony form of flower, in which center petals are heavily convoluted, with stamens and numerous petaloids intermixed in a peonylike center of unusual depth, the outer guard petals usually being flat, in a single row, lightly veined and in slightly darker hue than the center part of the flower, and by its setting of many flower buds, said buds being exceptionally large sized, approximately one and one-half inches in length from base of calyx and two and one-half to three inches in circumference at tip of calyx.

LINWOOD ELLIS has been named new superintendent of the Madison street production and storage department of the Jackson & Perkins Co., Newark, N. Y. He succeeds Robert Beader, who was fatally injured in a motorcycle accident the end of June. Mr. Ellis, a resident of Newark, has been associated with the firm since 1948.

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REDWOOD EMPIRE CHAPTER

July 14 the members of the Redwood Empire chapter of the California Association of Nurserymen met at Rickey's Rancho Rafael, San Rafael, for their regular business meeting.

The meeting was opened by President Karl Untermann, West End Nursery, San Rafael, and the minutes of the June meeting were read.

Among the guests introduced were Mr. and Mrs. Cunningham and their two daughters. E. B. Stone, president of the Monterey Bay chapter, was also present.

A letter from D. P. Rice, safety engineer, California state compensation insurance fund, was read, outlining two safety programs. The letter requested permission to present one of these programs at a future meeting of the chapter.

The nominating committee placed the following names in nomination for officers for the coming year: President, Richard Lackey, Lackey's Nursery, Napa; vice-president, Ruth Cullen, Cullens Rincon Nursery, Santa Rosa; secretary, Ernest Munsen, Sunnyside Nursery, San Anselmo; chapter directors, Van Winden, Van Winden Nursery, Napa; Carl Schmidt, Carl Schmidt Nursery, Point Reyes, and Paul Clark, Clark Nursery Co., Santa Rosa, and state director, Karl Untermann.

There were no nominations from the floor, and a motion was made that the nominations be closed.

Mrs. Lackey stated that the plans for the annual picnic August 16 were well under way and that it would be held at Vichy Springs amusement park near Napa.

Mr. Lackey, Mrs. Waltz and President Untermann displayed plants at the plant table.

State director Carl Schmidt reminded members that subjects for the agenda for the coming state directors' meeting should be submitted at once.

President Untermann reminded members of the C. A. N. convention, scheduled for September 22 to 24 at Long Beach, and urged as many as possible to attend.

The president then introduced Rosanna Cunningham, San Bruno. Miss Cunningham related her experiences as an exchange student in

Italy for five months. She told of living with an Italian family and attending school, comparing their school system with ours.

Members of the chapter were well represented on the list of prize-winners at the recent Marin county art and garden fair, held at Ross. In first, second and third places for "Helios"—a garden in full sun with sitting area and water effect—were West End Nursery, first; Sunnyside Nursery, San Anselmo, second, and E. L. Egger & Son Nurseries, Mill Valley, third. The first-prize exhibit was designed and executed by Richard Untermann, 18-year-old son of President Untermann. Richard's

grandfather, the first Richard Untermann, was a well-known bay area horticulturist and flower show judge. It was he who established the West End Nursery. Reedstrom Nursery, Tiburon, placed third with a fern garden and won several other prizes with displays of fuchsias, pelargoniums and other specimen plants.

Hugh Wallace, Sec'y.

LOS ANGELES CHAPTER

The regular meeting of the Los Angeles chapter of the California Association of Nurserymen was held Wednesday, July 22, at Henry's restaurant, Arcadia. Sixty-five members attended the meeting, which was preceded by a tour of the Los Angeles State and County Arboretum guided by Don Woolley, of the arboretum staff.

Entertainment during dinner was provided by the barbershop harmony of the Crown City Coronettes. Roy LeMoine, Roy-L Orchids, Bell, was introduced as attending his first

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meeting as a member of the chapter. Vice-president Chuck Vogels, Chuck's Nursery, Covina, then introduced Mr. Woolley, who commented on the various plants used as table decorations.

These were new plants currently under trial at the arboretum, where many of them, especially those from Australia, are proving to be excellent "dry growers." Those displayed at the meeting included white jacaranda, hibiscus, kangaroo's-foot, crape myrtle and blooming varieties of eucalyptus. Mr. Woolley noted that the arboretum's collection of eucalyptus includes 450 of the 550 known varieties.

Dick Meadows, Taylor-Dunn Mfg. Co., Orange, the chapter secretary, read the slate of new officers and directors prepared by the nominating committee as follows: President, Chuck Vogels; vice-president, Carl Zanger, Perry's Plants, Montebello; secretary, Jim Meadows; treasurer, Bob Bartholomew, Hi-Mark Nursery, Inc., Santa Ana, and directors, "Bud" Bordier, Roger Rodecap, Frank Burkard, "Bud" Hines and Don Christenson. There being no further suggestions from the floor, the nominations were closed and the meeting was adjourned.

Dick Meadows, Sec'y.

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TRI-COUNTY CHAPTER

Ladies of the Tri-County chapter, California Association of Nurserymen, presented a Hawaiian luau at the ladies' night meeting held July 24 at the Miramar hotel, Santa Barbara. The room was decorated for the occasion with travel posters and miniature floral volcanoes—bowls of blossoms in which dry ice bubbled and smoked. Fifty-seven members and guests, some of them in authentic Hawaiian or Japanese dress, were provided with leis and enjoyed an exotic Polynesian supper.

At the subsequent business meeting, the nominating committee read its choices for chapter officers for the 1959-60 term as follows: President, Walter S. Barrows, Griffin & Morgan, Santa Barbara; vice-president, Stan Wakeham; secretary-treasurer, Mrs. Al Williams; southern director, Clark Litten, Walnut Nursery, Camarillo, and northern director, Al Williams. It was moved and carried that the nominations be closed and that the secretary cast a unanimous ballot for the foregoing officers.

Mrs. Ruth Curtis, Mound Nurseries, Ventura, the outgoing president, wished to decline the position of state director, which would automatically be hers as immediate past president. Dr. Carl Wolf, La Cienega Nursery, Fillmore, therefore moved that Walter S. Barrows, the newly elected president, serve as state director, and the motion was carried. Mrs. Curtis will act as chairman of the chapter's board of directors.

Guest speakers for the evening were Mrs. Dorothy Johnson, De-struxol Corp., Ltd., Pasadena, who pointed out the value of the personal service a small company can offer its customers, and Dr. Howard Brown, California State Polytechnic College, San Luis Obispo, who discussed coeducational attendance at Col Poly and the ratio between students in agriculture and those in science.

Before the meeting was adjourned, Stan Wakeham, Al Williams, Howard Brown and Walter S. Barrows were appointed as a committee to investigate the matter of a stronger nursery license.

Walter S. Barrows, Sec'y.

LICENSE ORDER CHANGED

According to the August Bulletin issued by the California Association of Nurserymen, the state attorney general's office has changed its stand on an earlier ruling declaring that a landscape contractor was required to have a license to sell nursery

stock, if title to the plants used in landscape work passed through his hands.

In a new ruling recently released by the bureau of nursery service, the attorney general states that a person licensed by the contractors' state license board as a landscape contractor is not required to obtain a license to sell nursery stock from the department of agriculture, if he does not maintain a salesyard or holding yard for nursery stock he handles.

According to the opinion, a person licensed as a landscape contractor and who does have a salesyard or holding yard for nursery stock he handles is required also to obtain a license to sell nursery stock.

HONOR ROGER SOHNER

At the recent opening of the Marin art and garden fair, of Marin county, California, the late Roger F. Sohner, who owned and operated Sohner's Tree Service, San Anselmo, Calif., was honored when the San Anselmo Rotary Club dedicated the Roger Sohner memorial fountain to its former president's memory.

The Reverend Harold Hallett, president of the club, officiated at the ceremony, at which one of the speakers, Mrs. Norman B. Livermore, president of the Marin Art and Garden Center, recalled that Mr. Sohner donated many of the rare specimens growing on the county's fairgrounds and spent much time spraying and trimming the plants.

H. W.

CALIFORNIA NOTES

As the fresh-water shortage in California grows, interest in sea water conversion increases. Lack of rain during the past winter, a forecast for a similar 1959-1960 season and the continually increasing demand seem to indicate the approach of a serious water problem. State Assemblyman Clark L. Bradley, addressing the League of California Cities recently, reported that "We will have ample, satisfactory and economically produced water from the sea long before we can retire the \$1,750,000,000 worth of bonds" needed to raise money for the impounding of the Feather river water and the channeling of that water to the southern part of the state. This latter plan is to be presented to the California voters in the near future.

The committee for conservation of horticultural land met at the office of the farm adviser in Alameda county July 29 to consider the need for revised building codes covering

[Continued on page 93]

BASIC REFERENCE BOOKS

Manual of Cultivated Trees and Shrubs, by Alfred Rehder. Completely revised and enlarged. Description of trees and shrubs. Glossary of botanical terms. Describes more than 2,500 species of trees and shrubs with their varieties, with some cultural notes. 9996 p. (1940).....\$13.00

Manual of Cultivated Plants, by L. H. Bailey. Revised edition, greatly expanded and up to date. Means of identification of fruits, grains, grasses, vegetables, greenhouse plants, ornamental shrubs, plants and garden flowers, with explanation of more than 1,000 botanical terms. 1,116 p., 194 illus. (1949) \$18.50

Hortus Second, compiled by L. H. and E. Z. Bailey. Brings Cyclopaedia of Horticulture up to date in condensed form. 778 p. (1941)\$13.50

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Forms for October 15 issue will close Friday, September 25.

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Certified for Jap. beetle.

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Specimens, all sizes, 2 to 5 ft.,
some over 8 ft.

Norway Spruce, all sizes, 2 to 7 ft.

Austrian Pine, all sizes, 3 to 7 ft.

Scotch Pine, all sizes, 3 to 7 ft.

Douglas and Concolor Fir, in large sizes.

PENDRY NURSERY, LISBON, O.
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SHEARED STOCK. GOOD BALL

Biota aurea nana, 15 to 18 ins.	1.00
Euonymus japonicus, 24 to 30 ins.	1.65
Euonymus japonicus, silver; 10 to 12 ins.	.80
Euonymus patens, 18 to 24 ins.	1.00
Ilex rotundifolia, 12 to 15 ins.	1.35
Juniperus excolia stricta, 15 to 18 ins.	1.00
Juniperus glauca hetzi, 15 to 18 ins.	1.35
Juniperus hibernica, 18 to 24 ins.	1.00
Taxus cuspidata, 15 to 18 ins.	2.50
Taxus media hickel, 15 to 24 ins.	2.50
Thuja occ. globosa, 12 to 15 ins.	1.00
Thuja occ. pyramidalis, 15 to 18 ins.	1.00

Write for complete wholesale price list.
SO. JERSEY COLONIAL NURSERIES, INC.
 Route 45, R. D. 1 Salem, N. J.
 Phone Salem 2356

EVERGREENS, B&B

Arborvitae, globe, 12 to 15 ins.	1.65
15 to 18 ins.	1.75
Juniper, Andorra, 12 to 15 ins.	1.45
15 to 18 ins.	1.75
Juniper, Hetz, 12 to 15 ins.	1.35
15 to 24 ins.	1.95
Juniper, Pfitzer, 12 to 15 ins.	1.45
15 to 18 ins.	1.65
Juniper, Savin, 15 to 18 ins.	1.45
18 to 24 ins.	1.95

TERMS: Cash with order, please.
SHARP'S EVERGREEN NURSERY
 Albion, Mich.
 Dial NA 9-6370 or NA 9-4090

SPECIMEN LANDSCAPE STOCK, B&B
 Hemlocks, Scotch Pine, White Pine,
 White Spruce, Black Hills Spruce,
 Colorado Spruce, Balsam Fir,
 Concolor Fir, Douglas Fir
 and others.
 Plan to visit us.
 Write for list.

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EVERGREENS, B&B

Juniperus glauca hetzi, 18 to 24 ins.	1.50
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Pines, White, Austrian, Scotch and Norway, 3 to 4 ft.	3.00
Pines, White, Austrian, Scotch and Norway, 4 to 7 ft.	4.00

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EVERGREENS, B&B

Colorado Blue Spruce, 4 to 8 ft.	
Mugho Pine, 1 1/2 to 2 ft.	
Irish Juniper, 2 to 3 ft.	
American Arborvitae, 3 to 6 ft.	
Pyramidal Arborvitae, 2 1/2 to 4 ft.	
Douglas Fir, 3 to 7 ft.	
Balsam Fir, 4 to 6 ft.	

FOERCH NURSERY
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Sheared, B&B, with clay ball.	
400 5 to 6 ft.	\$4.50 each
400 4 to 5 ft.	3.75 each
200 3 to 4 ft.	3.00 each

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400 Colorado Blue	
100 Koster's Blue	
Size 6 to 18 ft.	

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Beautiful landscape sizes.
 Yews, Junipers and Colorado Blue Spruce.
 Come see the above items. Phone for appointment.
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100 transplanted, sheared Hemlocks, 2 to 6 ft. Good quality. We dig, or you dig. By appointment. Phone Wellboro 8-5119.
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 Scotch Pine, carefully sheared, 5 and 6 times. No. 1 and premium quality. Thousands—all sizes. Pickup with your trucks or we will arrange delivery to you. You are invited to visit our plantations. Christmas trees are our full-time business. From seed to mature tree. Our nursery produces hundreds of thousands of fine Christmas tree seedlings. Our plantations grow thousands of quality Christmas trees. Quality keeps us in business. Write or phone.
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CHRISTMAS TREE NURSERY
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EUONYMUS VEGETUS
 Heavy rooted cuttings,
 \$10.00 per 100, \$90.00 per 1000.
 Free packing.
 Cash with order unless credit is established.
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 The nation's finest quality paper-shell Pecan trees. Vigorous, heavy caliper, smooth trees, grown under irrigation. All staked and trimmed for best appearance. Machine dug with the whole fibrous root system intact. Free, four-color Point of Purchase banners showing in life-like color, all varieties. Free planting guide for your customers. Order now while selections are complete. Varieties available: Stuart, Success, Mahan, Garner, Western Schley, Burkett. Write for prices on packaged trees in attractive four-color bags.

PRICES, BARE-ROOT TREES	50	100	500
1 to 2 ft.	\$0.90	\$0.85	\$0.80
2 to 3 ft.	1.30	1.25	1.20
3 to 4 ft.	1.45	1.40	1.35
4 to 5 ft.	1.85	1.80	1.75
5 to 6 ft.	2.35	2.30	2.20
6 to 7 ft.	3.30	3.20	3.10

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 Large assortment of varieties and sizes. Ask for quotations.
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FRUIT TREE LINERS
 Peach, Apple, Plum, Pear, Cherry. Reasonably priced. Send want list.
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 Unrooted1000, \$40.00
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 Minimum orders: 1000 cuttings, unrooted; 500 cuttings, callused and rooted. Not less than 100 per variety at 1000 price; less than 100 per variety, add 10 per cent. Check with order.

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QUALITY GERANIUM CUTTINGS
 Unrooted, \$4.50 per 100, \$40.00 per 1000; rooted, \$8.50 per 100, \$80.00 per 1000. Special varieties slightly higher. Catalog of over 150 leading varieties free.
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PERIWINKLE
 Hardy running Myrtle (Vincetoxicum), heavy 15 to 25-cane clumps of better than ever quality, dug and shipped fresh, \$50.00 per 1000.
 Honeysuckle (Hall's halliana), 2 to 3 branched, \$45.00 per 1000.
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 Pachysandra, 1-yr., rooted cuttings, \$50.00 per 1000.
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Hardy Myrtle (Vincetoxicum), plants with 20 leads or more and good roots, \$5.00 per 100, \$45.00 per 1000. Pachysandra, sand-rooted cuttings, \$40.00 per 1000. English ivy, sand-rooted cuttings, \$40.00 per 1000. Cash. Also potted stock of all items listed.
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HARDY MYRTLE
 25 lead average, \$5.00 per 100, \$50.00 per 1000; \$45.00 per 1000 for 5000 or over. Clumps out of 2-in. pots, 10c each.
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 Our list will be ready about September 1. It will feature—
 ANEMONE PULSATILLA
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HARDY PLANTS
 Wholesale growers of Phlox, outdoor Chrysanthemums and a large assortment of other perennial plants.
 Write for trade list.
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 Zeeland, Mich.

PERENNIALS
 Over 500,000 plants.
 Over 475 varieties of choice premium stock. Send for catalog.
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 Mentor, O.

PITZONKA'S FIELD-GROWN PERENNIALS
 Strong field-grown plants. Write for trade list.
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America's best source
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Liriope, hardy, evergreen, for walks and borders; good, strong divisions, \$20.00 per 1000. Mountville Nurseries, Mountville, Ga.

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 Ask for wholesale offer.
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HARDY HEATHER PLANTS
 Attractive, evergreen, flowering perennials for mixed border or rock garden. White-flowered, pink-flowered with coppery foliage, and purple-flowered available. 10 for \$3.60; 25 for \$8.50; 100 for \$32.00.
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HELLEBORUS NIGER
 (Christmas Rose)
 3-yr. transplants, blooming size.
 Suitable to pot up for sales on roadside stands and garden centers.
 \$50.00 per 100, \$450.00 per 1000.
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Hardy Hemerocallis.
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ILEX OPACA
 CUTTING WOOD
 20 named varieties. Very hardy. Also male and female, unnamed.
 WRITE FOR PRICES
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ILEX OPACA
 SUPERIOR NAMED VARIETIES
 WHOLESALE SUPPLIERS
 OF LINING-OUT STOCK
 Write for our price list.
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HONEYSUCKLES
 Lonicera japonica halliana, extra-heavy No. 1, 3 and 4-yr., 18 to 24-in. field plants. 3, 4 to 6 leads, \$40.00 per 1000; lighter grade, \$30.00 per 1000; sample, 100, \$4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large. Phone OR 2-4612.
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BEARDED IRISES

Strong rhizomes dug to order.	
5 to 24 of a variety at 24 rate.	
25 or more of a variety take 100 rate.	
Each, 24	100
Azure Skies, pale lavender-blue	\$0.20 \$0.15
Berkeley Gold, late clear yellow	.20 .15
Blue Valley, large medium blue	.25 .20
Cherie, flamingo-pink, tangerine	
beard	.40 .35
China Maid, pink with copper-illac	.20 .15
Chivalry, ruffled deep blue	.30 .18
Dauntless, red-purple	.20 .15
Destiny, deep black-bronze purple	.20 .15
Elmohr, large rich red-violet	.30 .25
Frieda Mohr, lilac-rose	.20 .15
Golden Eagle, light clear yellow	.20 .18
Grand Canyon, plum, copper and	
gold	.25 .18
Great Lakes, clear blue, white	
beard	.20 .15
Gudrun, huge white, sprinkled gold	.20 .15
Hoozier Sunrise, buff-pink blend	.20 .15
Indian Chief, bronze to velvety	
crimson	.20 .15
Ingeborg, short early white	.15 .12
Lady Mohr, large oyster-white	.25 .20
Melanie, large orchid-pink	.20 .15
Missouri, glistering medium blue	.25 .18
Morning Splendor, lavender-violet,	
red-purple blend	.20 .15
Mystic Melody, yellow falls, cream	
standards	.50 .40
New Snow, ruffled pure white	.25 .20
Nightfall, dark velvety, pansy-	
purple	.20 .15
Painted Desert, tan, brown and	
violet	.20 .15
Paradise Pink, deep flamingo-pink	.30 .25
Pinnacle, white standards, yellow	
falls	.40 .30
Sharkskin, silky pure white	.20 .15
Stardom, salmon to apricot-buff	.25 .20
Three Oaks, rose and copper blend	.25 .18
Wabash, purple and white amoenae	.25 .20

DWARF IRISES

Alba, dwarf creamy white	.20 .15
Florida, dwarf rich yellow	.20 .15
BEARDLESS ORIENTAL IRISES	
Orientalia, blue	.20 .15
Orientalia, white	.20 .15
Send for our Peony, Iris, Day Lily list.	
SARCOXIE NURSERIES PEONY FIELDS	
Wild Bros. Nursery Co.	
Phone 43	Sarcoxie, Mo.

IRISES AT WHOLESALE

Top quality rhizomes, fresh dug, immediate shipment by Railway Express, F.O.B. Lewiston.

From the West where Irises grow the best.

Following, \$1.50 per 10.
Arlene Woods, Blue Shimmer, Carousel, China Maid, Chantilly, Chinook Pass, Chivalry, Dawn Reflection, El Paso, Kings Jester, Lighthouse, Master Charles, Mystic Melody, Ola Kale, Prairie Sunset, Rajah Brooks, Snow Flurry, Song of Songs, Ten Sleep, Three Cheers.
Following, \$1.50 per 10.
Concord Velvet, Cordovan, Elmohr, Midwest Gold, Mohrson, New Hope, New Snow, Paradise Pink, Pinnacle, Prospector, Sable, Snowsheen, Tango, Voodoo.
Following, \$2.50 per 10.
Blue Mohr, Escalade, Indian Nation, Jane Phillips, Mayan Gold, Matinee, Mohr Majesty, Purissimohr, Sky Above, Spanish Peaks, Technician.

No less than 5 of a kind at the 10 rate.
Wholesale list on request.
Orders of over \$50.00 deduct 20 per cent.

GARDEN SQUARE IRIS GARDENS
415 N. 22 St. Lewiston, Idaho

IRISES

Many Dyke Medal Winners. Wabash, Ola Kale, Blue Rhythm, Blue Shimmer, Tiffany, Fairy, Jake, Mulberry Rose, Golden Fleecce, Azure Skies, 10 each of any one variety, for \$1.40; 10 each of all 10 varieties, for \$12.50.
DWARF IRISES: The Bride, white; Moracain, purple; Cyanea, yellow, \$10.00 per 100.
Oriental Poppies, scarlet liners, \$6.00 per 10.
Peonies, pink; 3 to 5 eyes, \$25.00 per 100.
MOSES NURSERIES, LIMA, N. Y.

TALL BEARDED IRISES

Berkeley Gold, Blue Rhythm, Grand Canyon, Los Angeles, Wabash, \$1.50 per 10.
Desert Song, H. McGregor, Lady Mohr, Lady Roscawen, New Snow, Ola Kale, Sable, Rocket, \$2.00 per 10, \$15.00 per 100.
Cascade Splendor, Casa Morena, Pinnacle, Chantilly, Jane Phillips, Gold Sovereign, \$2.50 per 10, \$20.00 per 100, 5 to 10 rate; 25 at 100 rate.
Send for new LIST.

HURLEY NURSERY, PAINESVILLE, O.

IRISES FOR LANDSCAPING
In separate colors of red, pink, white, yellow, bronze, blue, lavender, purple and plicatas, \$10.00 per 100. Not less than 10 of a color. Mixed colors, \$8.50 per 100. Fine selection. Selected while blooming for these offers.

Wholesale list free.
SMITH'S IRIS GARDENS
Box 433 Lewiston, Idaho

9,500 Active Nurserymen
are in need of stock.
List your offerings in the
American Nurseryman Classified Section.

IVIES

BALTIC IVY.

Hartiest Ivy. Fine for wall or ground cover. True stock. Well-rooted plants.

Rooted cuttings Per 100 Per 1000
2-in. pots \$ 7.00 \$ 65.00

NEW THORNDALE IVY.

Euonymus kewensis, 2-in. pots, 20.00 per 100
EUONYMUS VEGETUS

2-in. pots, \$12.00 per 100, \$110.00 per 1000.
2-yr. field-grown, \$35.00 per 100.

STRATFORD GARDENS

Russell Breece, M. R. 9 Delaware, O.

BALTIC IVY

2-in. pots Per 100 Per 1000
..... \$12.50 \$115.00

NEIDEL'S NURSERY
216 Park Ave. Oil City, Pa.

English Ivy, large and small leaf; good plants from open field beds, \$5.00 per 100, \$40.00 per 1000.
Mountville Nurseries, Mountville, Ga.

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EVERGREENS

Andorra Juniper, 6 to 8 ins., bare-root \$0.05
Blue Hetz Juniper, 6 to 8 ins., bare-root .05
Burk Juniper, 6 to 8 ins., bare-root .12
Compact Pfitzer Juniper (Nick's),
bare-root, 6 to 8 ins.08
Pfitzer Juniper, 6 to 10 ins., bare-root .07
Pfitzer Juniper, 2-yr. plant bands.16
Spreading Jay. Yew, 2-yr. plant
bands, 6 to 8 ins.20
Von Ehrhorn Juniper, 6 to 10 ins.,
bare-root06

DECIDUOUS, BARE-ROOT
Blue Leaf Arctic Willow, 10 to 12 ins.06
Forsythia Arnold's Brilliant, 5 to 6 ins.12
Forsythia Arnold's Giant, new dwarf;
5 to 6 ins.07

Forsythia Arnold's Dwarf, very
dwarf; 5 to 6 ins.10
Forsythia Beatrix Ferrand, 6 to 12 ins.06
Forsythia Lynwood Gold, 6 to 12 ins.04
Forsythia nana compacta, 6 to 8 ins.04
Forsythia Spring Glory, 6 to 12 ins.05
Hydrangea A.G., 6 to 8 ins.05
Hypericum Hildebrand, 8 to 12 ins.05
Hypericum kalmianum, 8 to 12 ins.05
Honeysuckle, Zabel (bush), 8 to 12 ins.04
Honeysuckle, heckrotti (vine)
giant flowering, everblooming,
6 to 12 ins.04

Privet golden vicari (all yellow),
6 to 10 ins.06
Privet, Lodense, 8 to 10 ins.04
Viburnum opulus sterilis (Snowball),
6 to 10 ins.08
Viburnum tomentosum, double file
Snowball, 6 to 10 ins.08

BROADLEAFS
Euonymus carrierei, 6 to 10 ins.04
Euonymus patens Flagpole (small
leaf), 8 to 10 ins.04
Euonymus patens Newport (medium
leaf), 8 to 10 ins.04
Euonymus coloratus, 8 to 10 ins.04
Euonymus radicans, upright
(Sarcoxie), 5 to 6 ins.06
Purple Leaf (Texas) Honeysuckle,
8 to 10 ins.04
Variegated Leaf Honeysuckle
(Gold Net), 8 to 10 ins.04

Pyracantha Kasan, hardy in Iowa, 5 to 6 ins.05
Pyracantha islandi, 5 to 6 ins.05
Pyracantha pacifica, 5 to 6 ins.05

PERENNIALS
Teucrium chamaedrya, 5 to 6 ins.04
Less than 50 of any item, 4c more per plant. Less than 300 total order, 2c more per plant.

McININCH GREENHOUSES
St. Joseph, Mo.

FALL LINERS
Each, per 100 per 1000
Ilex opaca femina, 8 to 10 ins.
3-in. pots \$0.40
Taxus cuspidata, 6 to 9 ins.
3-in. pots35 \$0.30
Taxus hicksii, 6 to 9 ins., 3-in.
pots35
Taxus liners all pruned and branched.
Sample on request. Write
DONALD J. HILLENMEYER
1550 Meadowthorpe Ave. Lexington, Ky.

2-YR. POTTED EVERGREENS
Each, per 1000
2,000 Hetz Juniper, 8 to 10 ins. \$0.27
2,000 Pfitzer Juniper, 8 to 10 ins.27
2,000 Andorra Juniper, 8 to 10 ins.27
1,000 Taxus browni, 6 to 8 ins.27
15,000 Taxus cuspidata, 8 ins.27
2,000 Taxus hicksii, 8 ins.27

TWIN NURSERIES
Box 194 Prairie View, Ill.

LINING-OUT STOCK
Ilex burfordi, heavily rooted \$0.03
Ilex rotundifolia, heavily rooted03
Boxwoods, sempervirens and suffruticosa,
3 to 5 ins., well-rooted04
8 to 10 ins., well-rooted10

E. F. DuBOISE NURSERY
Huntsville, Ala.

LINING-OUT STOCK

Semi-finished, 4 and 5-yr., bare-root, spreading and upright Taxus. Write for prices.

3-yr., TT.

1,200 Taxus cuspidata	.....	\$35.00
1,500 Taxus hicksii	.....	35.00
750 Taxus browni	.....	35.00
300 Taxus, Vermeulen	.....	35.00

2-yr., T.

400 Arborvitae woodwardi globe	.....	20.00
150 Arborvitae pyramidalis	.....	20.00
1,750 Taxus cuspidata	.....	25.00
1,650 Taxus nana grandifolia	.....	25.00
300 Taxus browni	.....	25.00
3,450 Taxus hicksii	.....	25.00
700 Taxus, Vermeulen	.....	25.00
250 Pteris japonica, 6 to 10 ins.	.....	30.00
200 Pteris japonica, 10 to 12 ins.	.....	30.00
1,000 Sophora japonica, 8 to 15 ins.	.....	25.00

Bare-root, 2-yr. plants, for potting.
Per 10

100 Magnolia grandiflora,	18 to 24 ins.	.....	\$6.00
100 Magnolia grandiflora,	24 to 30 ins.	.....	8.00

SHADE TREES

Mimosa, red; 5 to 6 ft., heavy br.	.....	\$15.00
6 to 8 ft. and straight	.....	22.50
Norway Maple, 4 to 5 ft. whips	.....	6.00
6 to 8 ft., branched	.....	30.00
8 to 10 ft., branched	.....	40.00
Pin Oak, 4 to 5 ft., staked trees	.....	15.00
5 to 6 ft., staked trees	.....	18.00
6 to 8 ft., staked trees	.....	25.00

ROOTED CUTTINGS

1,000 Taxus cuspidata	.....	\$3.50
4,500 Taxus browni	.....	8.50
5,600 Taxus hicksii	.....	8.50
3,000 Taxus, Vermeulen	.....	8.50
1,450 Taxus nana	.....	9.00
1,000 Taxus nana brevifolia	.....	9.00
1,500 Taxus nana grandifolia	.....	8.50
1,650 Taxus nana grandifolia	.....	8.50

Packed free for cash with order. F.O.B. All liners 2 to 3-yr.; above cut back May-June to make better limbs. We offer only first-class material. 2 per cent discount on 250 plants, one variety.

SUSSEX NURSERY
Phone ED 7-7109 Bridgeville, Del.

LINING-OUT STOCK

Bedded 1-yr. in the open	.....	100	1000
Ilex convexa	.....	\$20.00	\$180.00
Ilex rotundifolia	.....	20.00	180.00
Ilex hetzi	.....	20.00	180.00
Juniperus pfitzeriana	.....	20.00	180.00
Juniperus hetzi	.....	20.00	180.00
Taxus andersonii	.....	20.00	180.00
Taxus brevifolia	.....	20.00	175.00
Taxus capitata, cutting-grown	.....	25.00	225.00
Taxus capitata Adams,	.....	25.00	225.00
cutting-grown	.....	25.00	225.00
Taxus canadensis stricta	.....	16.00	160.00
Taxus cuspidata	.....	17.50	160.00
Taxus hatfieldi	.....	17.50	160.00
Taxus hunnewelliana	.....	17.50	160.00
Taxus hicksii	.....	17.50	160.00
Taxus intermedia	.....	17.50	160.00
Taxus henryi	.....	20.00	175.00
Taxus densiformis	.....	20.00	175.00
Taxus vermeulenii	.....	17.50	160.00
Taxus wardi	.....	17.50	160.00
Taxus Moon's columnaris	.....	20.00	175.00
Taxus browni	.....	17.50	160.00

2-yr. bedded in the open.
Ilex convexa, 6 to 9 ins. \$25.00 \$200.00
Ilex rotundifolia, 6 to 9 ins. 25.00 200.00
Ilex hetzi, 6 to 9 ins. 25.00 200.00
Taxus Adams col., 12 to 15 ins. 50.00 450.00
Taxus Moon's col., 8 to 12 ins. 30.00 250.00
Taxus cuspidata, 6 to 9 ins. 30.00 250.00
Taxus hatfieldi, 6 to 9 ins. 30.00 250.00
Taxus cuspidata comp.,
6 to 9 ins. 30.00 250.00
Taxus hunnewelliana, 6 to 9 ins. 30.00 250.00
Taxus browni, 6 to 9 ins. 30.00 250.00
Taxus intermedia, 6 to 9 ins. 30.00 250.00

TAXUS CAPITATA, SEEDLING-GROWN
1-yr. seedlings 100 1000 10.00
2-yr. seedlings 6.00 \$ 50.00 \$ 450.00
3-yr. seedlings 10.00 90.00 750.00
4-yr. seedlings, trans-
planted, 6 to 10 ins. 30.00 250.00 2250.00

CORNUS FLORIDA (WHITE DOGWOOD)
Seedlings 100 1000 10.00
1-yr., No. 1 grade 6.00 \$ 50.00 \$ 450.00
1-yr., No. 2 grade 5.00 40.00 350.00
1-yr., No. 3 grade 4.00 30.00 250.00
2-yr., No. 1 grade 12.50 100.00 900.00
2-yr., No. 2 grade 10.00 90.00 750.00

Special prices on large quantities.
Full list on demand.

VERKADE'S NURSERIES, WAYNE, N. J.

LINING-OUT STOCK

Taxus henryi, 2-yr., T.	.....	\$27.00
densiformis, 2-yr., T.	.....	27.00
thayerae, 2-yr., T.	.....	27.00
hicksii, 2-yr., T.	.....	27.00
hatfieldi, 2-yr., T.	.....	27.00
Halloran, 2-yr., T.	.....	27.00
Andromeda, 2-yr., T.	.....	25.00
Andromeda, 3-yr., T.	.....	40.00
Cornus kousa, 4-yr., TT, br.	.....	50.00

Write us for prices on quantities of \$500 or more.

SOWAMS NURSERY
82 Sowams Rd. Barrington, R. I.

POT-GROWN GRAFTS

All our understocks are potted up during the spring, grown in frames in pots all summer and grafted the following winter, ensuring the best root system to be grown and assures minimum losses.

	Per 100
*Acer palmatum atropurpureum	75.00
*Carpinus betulus fastigiata	60.00
Cedrus atlantica glauca	75.00
Cedrus atlantica aurea	100.00
*Cornus florida rubra	50.00
*Cornus florida rubra Prosser	65.00
*Cornus florida pendula	60.00
*Cornus florida flore-plena	60.00
*Cornus florida welchii var.	65.00
*Fagus sylvatica pendula	60.00
*Fagus sylvatica heterophylla	60.00
*Fagus sylvatica fastigiata	60.00
*Magnolia stellata	75.00
*Magnolia stellata rubra	75.00
*Magnolia stellata Waterlily	75.00
*Magnolia yulan	75.00
*Magnolia cordata (yellow)	75.00
Picea pung. glauca moerheimi	100.00
Pinus cembra	60.00
Pine, Tanyosho	60.00
*Viburnum carlesii	50.00
*Viburnum burkwoodii	50.00
*Viburnum chenaultii	50.00
Varieties marked with a star can be supplied in 1-yr., field-grown bedded plants, at \$15.00 per 100 extra above the pot-grown grafts.	

VERKADE'S NURSERIES, WAYNE, N. J.

LINING-OUT STOCK

Acer palmatum atropurpureum, grafted:	
1-yr. 4 ft., 2-yr. 6 ft., 3-yr. 8 ft.	
Cham. plumosa aurea, 2-yr., tr.	
Cornus florida, 3-yr. seedlings, root-pruned, 3 to 4 ft., 4 to 5 ft.	
Picea excelsa, understocks, transplants.	
Taxus cuspidata, 1-yr. tr. to 4-yr. TT.	
Taxus dens. capitata, 1-yr. 4 ft. to 4-yr. TT.	
Taxus brownii, 1-yr. tr. to 4-yr. TT.	
Taxus densiformis, 1-yr. tr. to 5-yr. TT.	
Taxus Halloran, 1-yr. tr. to 4-yr. TT.	
Taxus hatfieldi, 1-yr. tr. to 4-yr. TT.	
Taxus henryi, 1-yr. tr. to 4-yr. TT.	
Taxus hicksii, 1-yr. tr. to 5-yr. TT.	
Taxus kelsyi, 1-yr. tr. to 5-yr. TT.	
Taxus Moon's columnaria, 1-yr. tr. to 4-yr. TT.	
Taxus Seebian intermedia, 1-yr. tr. to 3-yr. TT.	
Taxus thuyae, 1-yr. tr. to 4-yr. TT.	
Taxus wardii, 2-yr. tr. to 3-yr. TT.	
Thuja occ. belii, 1-yr. tr.	
Rhododendrons, named hybrids (cutting-grown).	

Write for list.

VERKADE'S NURSERIES
New London, Conn.

SNYDER'S

BROADLEAF EVERGREENS

EUONYMUS VEGETUS

Heavily rooted cuttings, open frames.	\$ 7.00
This season in field rows.	10.00
E. VEGETUS SARCOXIE (erect form).	
Heavily rooted cuttings, open frames.	\$ 7.00
This season in field rows.	10.00
Two seasons in beds, bushy, 10-in.	25.00
Two seasons in field rows, bushy, 12-in.	45.00
EUONYMUS PATENS DUPONT	
Heavily rooted cuttings, open frames.	\$ 7.00
One season in field rows.	10.00
Two seasons in field rows.	35.00
KOREAN BOXWOOD	
1-yr., heavily rooted, open frames.	\$ 7.00
2-yr., well-branched, open frames.	10.00

Cash with order, please.

See our Hardy Plant ad, this issue.
E. J. SNYDER, WEST MILTON, O.

HEAVY LINERS FROM FIELD BEDS

Taxus cuspidata, 10 to 12 ins., 4-yr.	\$60.00
Taxus cuspidata, 10 to 12 ins., 3-yr.	50.00
Taxus brownii, 10 to 12 ins., 3-yr.	50.00
Taxus hicksii, 10 to 12 ins., 4-yr.	55.00
Taxus hicksii, 8 to 12 ins., 3-yr.	45.00
Taxus Vermeulen, 10 to 12 ins., 4-yr.	60.00
Taxus Vermeulen, 8 to 12 ins., 3-yr.	45.00
Taxus capitata, 10 to 12 ins., 3-yr.	50.00
Taxus chinensis, 12 to 15 ins., 4-yr.	60.00
Taxus chinensis, 10 to 12 ins., 3-yr.	45.00
Taxus hunnewelliana, 10 to 12 ins., 3-yr.	45.00
All of the above plants, 8 to 10 ins., T.	35.00
Euonymus vegetus, 12 to 15 ins., br.	50.00
Items suitable for canning and mail orders.	

STROHL'S NURSERY
5204 St. Joe Rd. Fort Wayne, Ind.

ILEX CRENATA REPANDENS

ILEX CRENATA HELLERI

Beautiful plants, excellent tops and roots.	
2 1/2-in. pots	\$3.00 per 10, \$25.00 per 100
2 1/2-in. pots	2.50 per 10, 20.00 per 100

SOUTHSIDE NURSERIES, INC.
R.F.D. 15, Box 471, Richmond, Va.

LINERS OF THE BETTER KINDS

Write for price list.

GULF STREAM NURSERY, INC.
Wachapreague, Va.

LINING-OUT STOCK

Our facilities now permit us to grow under contract, quantities of seedlings, cuttings and transplants in Jiffy-Pots, of Azaleas, Holly, Leucothoe, Pieris, Rhododendrons and Taxus. Also 2 and 3-yr. bedded transplants, except Azaleas. Inquiries are invited.

JOHN VERMEULEN & SON, INC.
Finer Liners Neshanic Station, N. J.

Taxus, Ilex, broad-leaved Evergreens, etc., in variety. Write for our latest list of liners and finished stock.
Del-Mar-Va Nurseries, Box 3, Lincoln, Del.

MAPLES

NORWAY MAPLE
Straight trunks. Fine heads. Very fibrous roots.

	10-49	50-250
6 to 8 ft.	\$3.00	\$2.50
8 to 10 ft., 1 to 1 1/4-in.	4.05	3.25
9 to 11 ft., 1 1/4 to 1 1/2-in.	5.30	4.25
10 to 12 ft., 1 1/2 to 1 3/4-in.	7.00	5.50
11 to 13 ft., 1 3/4 to 2-in.	8.00	6.50

PRINCETON NURSERIES

Princeton, N. J.

COLLECTED ACER
RUBRUM AND SACHARUM
from whips to 4-in. caliper.
CURTIS NURSERIES, INC.
Callicoon, N. Y.

Acers, saccharum and rubrum, root-pruned, field specimens, 2-in. to 12-in. caliper.
R. H. Rogers Nursery, Cooperstown, N. Y.

PACHYSANDRAS

PACHYSANDRAS
1-year-old, large frame plants.
Satisfaction guaranteed.
Large quantity.
\$5.50 per 100, \$43.00 per 1000.
\$40.00 per 5000.

BRUNDAGE & GUTHRIE
123 Franklin St. Tarrytown, N. Y.

PACHYSANDRA TERMINALIS

	Per 100	Per 1000
1-yr., field-grown	\$ 5.00	\$ 45.00
(Lots of 5000, \$40.00 per 1000)		
2-yr., field-grown	7.50	70.00

Free packing. Phone MOhawk 4-3923.
HANSEN BROS. NURSERIES, INC.
1268 Montgomery Ave. Narberth, Pa.

PACHYSANDRAS

Strong rooted cuttings, \$4.25 per 100, \$40.00 per 1000.
DUNWOODIE NURSERIES
6 Smart Ave. Yonkers, N. Y.

Pachysandras, strong plants, grown in soil frames with light shade. First-class stock.
\$6.50 per 100, \$53.00 per 1000; \$49.00 per 1000 for 5000 or more, including good packing.
Peekskill Nursery, Shrub Oak, N. Y.

PACHYSANDRA TERMINALIS

1-yr., field-grown, \$65.00 per 1000.

HILLCREST GREENHOUSES

Miller Park Franklin, Pa.

PEONIES

Adolph Rousseau, Baroness Schroeder, Duchesse de Nemours, Festiva Maxima, Sarah Bernhardt, Lady Alex, Duff, Marie Lemmon, Mons. Jules Elie, Reine Hortense.
3-yr.-old whole clumps, not divided, 6 eyes and up, \$75.00 per 100, \$700.00 per 1000; divisions, 3 to 5 eyes, \$40.00 per 100, \$350.00 per 1000.
VERKADE'S NURSERIES, WAYNE, N. J.

For \$4.00

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

At 40c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the October 1 issue to reach us September 11.

Forms for the October 15 issue will close September 25.

AMERICAN NURSERYMAN

343 S. Dearborn St. CHICAGO 4, ILL.

PEONIES

3 to 5-eye divisions, from 3-yr. stock. Ask for special quotation on larger quantities.

Each, 10 100

BARONESS SCHROEDER, lead-

ing white for cut flowers, \$0.50 \$0.45

CHERRY HILL, garnet-red, early

EDULIS SUPERBA, bright pink;

early .40 .35

FELIX CROUSSE, rich ruby-red..

FELIX SUPREME (Cottage Gar-

dens introduction, 1955). A SEN-

SATIONAL NEW RED CUT

FLOWER .10.00 ...

FESTIVA MAXIMA, pure white,

early .50 .45

FRANCES WILLARD, white, lge.

INSPECTEUR LAVERGNE, early

rich crimson .55 .50

KARL ROSENFELD, deep red

LA LORRAINE, cream-white..

LAURA DESSERT, nearest to yel.

MME. CLAUDE TAIN, large, soft

white, A real beauty .81 .60

MME. DUCEL, pink .45 .40

MME. EMILE DEBATE, vivid

pink .65 .55

MME. EMILE GALLE, light pink.

MARTHA BULLOCK, bright pink,

late .65 .60

MONS. JULES ELIE, satiny pink,

very large, early .45 .40

MONS. MARTIN CAHUZAC,

maroon .75 .65

REINE HORTENSE (Pres. Taft),

pink .45 .40

RICHARD CARVEL, bright crim-

son, early .75 .65

RIO GRANDE, large dark crim-

SARAH BERNHARDT, dark pink

WALTER FAXON, coral-pink .55 .50

JAPANESE PEONIES

ANTWERPEN, carmine-pink, im-

mense flower .65 .60

ECSTASY, satiny pink .65 .60

EVA, brilliant pink .55 .50

GOLD MINE, dark pink .65 .60

MR. G. F. HEMERIK, enormous

pink .65 .60

SINGLE PEONIES

L'ETINCELANTE, brilliant car-

mine .55 .45

ROSY DAWN, immense flower

tinted pink, fading to pure white

THE COTTAGE GARDENS

Nick I. W. Kriek Harold E. Hicks

2707 W. St. Joseph St. Lansing 17, Mich.

Phones IV 2-9021 or 2-9276

PEONIES

Strong 3 to 5-eye divisions, from young plants. Packing free for cash with order, otherwise at cost.

25 or more of a variety takes 100 rate.

Each, 10 100

Baroness Schroeder, flesh to white,

bomb type .04.50 \$0.40

Canari, sulphur-white .35 .23

Duc de Cases, carmine-red, rose

center .35 .30

Duchesse de Nemours, ivory-white

Duchesse d' Orleans, soft pink... 40 .35

Duke of Wellington, pure white.. 40 .35

Edulis Superba, excellent deep pink

Felix Crousse, ruby-red .40 .35

Festiva Maxima, white, center

flecked red .40 .35

Francois Ortegat, crimson .40 .30

Karl Rosenfeld, velvety dark

crimson .45 .40

La Perle, light old rose pink .40 .35

Lillian Wild, very large flesh to

white .60 .50

Mme. de Verneville, very fragrant

white .40 .35

Mary Brand, dark clear crimson

Officialis rubra, very early, vivid

crimson .70 .60

Ozark Beauty, late radiant pink.. 40 .30

Philippe Rivoire, dark crimson,

black sheen .1.00 .90

Queen Emma, large satiny pink... 35 .30

Red Rocket, bright deep red .45 .40

Richard Carvel, early brilliant

crimson .80 .75

Sarah Bernhardt, appleblossom-

pink .50 .40

Venus, large hydrangea-pink .40 .35

PEONIES TO COLOR AND MIXED

Pink Peonies, to color, not named.. 30 .25

Red Peonies, to color, not named.. 30 .25

White Peonies, to color, not named.. 30 .25

Mixed Peonies, crown mixed .25 .20

SINGLE PEONIES

Krinkled White, well known ruf-

fled white .1.75 1.60

Single Red, early medium red... 45 .40

Send for our Peony Iris Day Lily list.

SARCOXIE NURSERIES PEONY FIELDS

Wild Bros. Nursery Co.

Phone 43 Sarcoxie, Mo.

PEONIES

Each, per 10 per 100

Martha Bullock, pink .04.50 \$0.50

Mons. Jules Elie, pink .35 .30

Richard Carvel, early red .65 .60

Sarah Bernhardt, late pink .40 .30

Red, all good varieties .25 .20

Divisions, 3 to 5 eyes or better. Good

roots. \$5 at 100 rate. 500 or more, 10 per

cent less. Cash. F.O.B. Marshalltown, Ia.

WHELOCK WILSON NURSERY

Marshalltown, Ia.

PEONIES—Continued

PEONIES	
Standard, large, 3 to 5-eye divisions. Send for wholesale list. This list includes several fine, new varieties now at favorable prices. F.O.B. Geneva, N. Y. Per 100	
1000 Avalanche, white	\$29.00
800 Ama-no-sode, rare Japanese type; very large	35.00
2000 Cornelia Shaylor, top quality cut flower; light pink	32.00
1150 Ella Christensen, fine late pink	40.00
500 Felix Crousse, red	32.00
150 Hansina Brand, prize-winning light pink	50.00
1600 Inspecteur Laverne, darkest red	36.00
500 M. Jules Elie, large, early pink	29.00
1000 Mme. Emile Debatenne, excellent cut-flower; pink	35.00
400 Mme. Gaudichau, bright red	36.00
3000 Nippon Beauty, most productive; red	30.00
400 White Eagle, new, big, early white	35.00
6000 Pink	17.00
5000 Red	21.00
5000 White	21.00

SPECIAL OFFER OF 25,000 divisions and clumps to grow on. Ask for list.
STYER'S NURSERIES
 Concordville, Pa.
 Phone GLobe 9-2400

TREE AND FERN-LEAVED PEONIES
 CUT FLOWER PEONIES, FREE LIST
ATHA GARDENS, WEST LIBERTY 6, O.

PHLOX

HARDY PHLOX

Ask for our new listing on field-grown garden Phlox and Phlox subulata (Creeping Phlox). If interested in 5000 or more plants, ask for our special quantity discount.

WALTERS GARDENS
 R. R. 2 Zeeland, Mich.

POPPIES

ORIENTAL POPPIES

Strong, true-to-name, field-grown roots. Write for America's most modern wholesale Oriental Poppy list, August 1 issue.
FLOR-ACRES, BRIDGMAN, MICH.

PYRACANTHAS

PYRACANTHAS

(COCCINEA AND C. LALANDI)
 Well-berried, heavy plants, staked, trained and finished. Single or multiple stems. Highest quality for immediate landscape use.
 5-gal. cans, 2 to 1 ft., heavy, \$40.00 per 100.

WELLS NURSERY
 P. O. Box 141 Red Bank, N. J.

PRIVET

BOX PRIVET

Very thick, heavy, very dwarf. Looks very much like Boxwood.

	Per 10	Per 100
5000 9 to 12 ins.	\$2.00	\$10.00
8500 12 to 15 ins.	2.25	14.00
5000 15 to 18 ins.	2.60	18.00
3000 18 to 25 ins.	3.50	22.00

Ask for prices on 1000 lots. Good discounts to move entire lots.

MOSES NURSERIES, LIMA, N. Y.

Thousands of Amur River North Privet.	Per 100	Per 1000
18 to 24 ins.	\$3.00	\$25.00
2 to 3 ft.	4.00	30.00
3 to 4 ft.	5.00	40.00

Immediate shipment. Satisfaction guaranteed. Robinson Nursery Co., Greenville, Ga.

RHODODENDRONS

ENOUGH TALK!

NOW IS THE TIME TO BUY GOOD RHODODENDRONS

We have first-class beds of bushy, 2 and 3-yr. plants in all the popular ironclad varieties. Most of the 3-yr.-old plants are well-budded, and are landscape sizes. Come and compare.

WELLS NURSERY
 P. O. Box 141 Red Bank, N. J.
 Phone SHadyside 1-0180.

RHODODENDRONS

HYBRID RHODODENDRONS

Landscape sizes.

Different colors.

PARMENTIER'S ROSES

Grady St. Bayport, L. I., N. Y.

Phone Bayport 8-0811

Forcing, landscaping, well-budded Rhododendrons. Red, 12 to 15 ins., \$300.00 per 100; pink, 15 ins., \$275.00 per 100. Also larger sizes. Kordus Nursery, Deer Park Ave., R. D. 4, Huntington, N. Y.

RHODODENDRON MAXIMUM

Nursery-grown and collected, 2 to 7 ft. high. Well-shaped and symmetrical plants.
CURTIS NURSERIES, INC.
 Callicoon, N. Y.

ROSEBUSHES

10 BEST MINIATURES

Little "gems" for pot plants, cut flowers and corsage work. 10 varieties: Tinker Bell, bright pink; Baby Gold Star, best true yellow miniature; Pixie, smallest fully double white; Robin, double, deep red; Tom Thumb, rich crimson, white at base; Cinderella, white touched with pink; Midget, 3-in. bloom, deep rose color, fragrant; Sweet Fairy, rich pink to light pink, fragrant; Red Imp, deep unfading crimson, fully double; Bo-Peep, arbutus-pink, double. Write for prices.

THE CONARD-PYLE CO.

West Grove 220, Pa.

MINIATURE ROSES

They're perfection in a "small package." Miniature Rose plants grow 8 to 12 ins. high and are excellent for pot plants, cutting, corsage work, borders, window and shadow boxes. Tough and hardy, they're easy to grow, guaranteed to bloom. Select from the 10 best-known Miniatures in America, including smallest fully double white miniature, the best pure yellow miniature, pinks, reds, crimsons and two-toned. Some deliciously fragrant. Write for full descriptions and price list.

THE CONARD-PYLE CO.

West Grove 220, Pa.

ROSES

Another record year predicted! Order early and avoid disappointment. Top quality, naturally matured, carefully harvested and generously graded plants at competitive prices. A.A.R.S. winners garden party, Sarabande and Fire King, plus all your old favorites. Catalog now available. Buy the best, "BUY KLYN'S."

GERALD K. KLYN, INC., MENTOR, O.
 Wholesale Rose Growers and Nurserymen.
 IN THE HEART OF FAMOUS LAKE CO.

FIELD-GROWN ROSEBUSHES

FINEST QUALITY.

Hybrid Teas, floribundas, polyanthas and climbers.

Price and variety list on request.

WELLS BROS. NURSERY

Box 625 Phone 12F4W Lindale, Tex.

ROSE STOCK

MULTIFLORA ROSE

Top quality plants for living fences and conservation plantings.

Root-crown caliper	Approximate height	Per 1000
2 to 3 mm.	8 to 15 ins.	\$12.50
3 to 5 mm.	12 to 18 ins.	17.50
3 to 8 mm.	12 to 24 ins.	22.50
5 to 12 mm.	18 to 36 ins.	38.50

UNDERSTOCK. Straight shanked seedlings grown especially for understock. Nematode free. Expertly graded to suit the most particular.

4 to 6 mm.	\$27.50 per 1000
2 to 4 mm.	17.50 per 1000

The above prices are F.O.B. Griggsville, Ill., nursery. All tops cut back to 10 ins. at shipping unless otherwise requested. Our storage facilities are the best. ORDER NOW for delivery this spring. 10 per cent discount in lots of 10,000 or over; special quotations on larger quantities. For less than 1000 add 30 per cent. Packing at cost.

FARM LANDSCAPE CO.
 Route 3 Urbana, Ill.

SEEDS

NANDINA DOMESTICA SEED

This year's crop of dry, fertile seed, picked from our fields of beautiful red berrying plants. \$2.00 per lb. Add 20c per lb. for postage.

TERMS: CASH.

PINKSTON NURSERIES

Parrott, Ga.

Juniperus virginiana, Platte River, dry berries, 75c per lb.; clean seed, \$3.50; Missouri, clean seed, \$2.50. Juniperus scopulorum, Dakota and Colo.; clean seed, \$3.50. Forestry Seed Service, Cuba, Kan.

SHRUBS AND TREES

TAXUS CUTTINGS

Heavy unrooted cuttings for late fall. TAXUS, CUSPIDATA, NANA, INTERMEDIA and HICKSI.

ILEX HETZI and ILEX ROTUNDFOLIA.

EUONYMUS SARCOXIE, VEGATUS.

\$20.00 per 1000. Packing free.

Money with order.

FAIRVIEW FLORAL NURSERY

27819 Center Ridge Westlake, O.

NURSERY STOCK

LANDSCAPING SIZE

Taxus, Holly, Junipers, Pieris, Azaleas, Forsythias, Weigelas, Spiraeas, Philadelphus and Red Twig Dogwood.

META BROS. NURSERY
 R. D. 2 Sewickley, Pa.

ROOTED CUTTINGS, 1-YR. BEDDED

Per 100 Per 1000
 Buxus sempervirens, 4 to 6 ins. \$10.00 \$ 90.00

Chamaecyparis squarrosa, 4 to 6 ins. 12.00

Chamaecyparis cyano viridis, 4 ins. 12.00

Chamaecyparis lutescens, 4 to 6 ins. 10.00

Ilex bullata, 4 to 6 ins. 10.00 90.00

Ilex crenata, 4 to 6 ins. 12.00 90.00

Juniper, Andorra, 4 to 8 ins. 12.00 90.00

Juniperus hibernica, 4 to 6 ins. 12.00

Juniperus hetzi, 4 to 6 ins. 12.00 100.00

Juniper, Pfitzer, 4 to 6 ins. 12.00 100.00

Juniperus stricta, 4 to 6 ins. 12.00 100.00

Juniperus communis aurea, 4 to 6 ins. 12.00

Pachysandras, 4 to 6 ins. 4.00 35.00

Pyracantha lalandi, 4 to 8 ins. 10.00 90.00

Pyracantha lalandi (potted), 4 to 8 ins. 15.00

Pieris japonica, 4 to 8 ins. 12.00 100.00

Retinospora plumosa aurea, 6 to 8 ins. 10.00 90.00

Retinospora plumosa, 6 to 8 ins. 10.00 90.00

Taxus brevifolia, 4 to 6 ins. 10.00 100.00

Taxus brownii, 4 to 6 ins. 12.00 100.00

Taxus brevifolia, 4 to 6 ins. 12.00 100.00

Taxus capitata, tips, 6 to 8 ins. 12.00 125.00

Taxus cuspidata, 4 to 6 ins. 12.00 100.00

Taxus hatfieldi, 4 to 6 ins. 12.00 100.00

Taxus hicksii, 4 to 6 ins. 12.00 100.00

Taxus intermedia, 4 to 6 ins. 12.00

Taxus Moon's columnaris, 4 to 6 ins. 12.00 100.00

Taxus repandens, 4 to 6 ins. 12.00 100.00

Thuja globosa, 5 to 8 ins. 12.00 100.00

Thuja pyramidalis, 4 to 6 ins. 10.00 90.00

Thuja nigra, 5 to 8 ins. 10.00 90.00

ROOTED CUTTINGS, 1-YR. BEDDED

Juniper, Andorra, 6 to 10 ins. \$20.00 \$200.00

Juniper, Hetz, 8 to 12 ins. 20.00 200.00

Juniper, Pfitzer, 8 to 12 ins. 20.00 200.00

Retinospora pisifera aurea, 8 to 12 ins. 20.00

Pieris japonica, 8 to 12 ins. 20.00 200.00

Retinospora plumosa aurea, 8 to 12 ins. 20.00 200.00

Retinospora plumosa, 8 to 12 ins. 20.00 200.00

Taxus cuspidata, 6 to 8 ins. 25.00 200.00

Taxus brownii, 6 to 8 ins. 25.00

Taxus hicksii, 6 to 8 ins. 25.00 200.00

Taxus brevifolia, 6 to 8 ins. 25.00 200.00

Thuja nigra, 8 to 12 ins. 20.00 200.00

Thuja globosa, 8 to 10 ins. 20.00 200.00

1-YR. SEEDLINGS

Cornus florida, 12 to 14 ins. \$ 5.00 \$ 40.00

Chinese Chestnut, 18 to 24 ins. 10.00 75.00

Taxus capitata 5.00 40.00

Fagus sylvatica, 6 to 12 ins. 10.00 90.00

2-YR. SEEDLINGS

Taxus capitata (grown from Japanese imported seed), 4 to 6 ins. \$ 7.00 \$ 60.00

(Special price on large quantity.)

Chinese Chestnuts, 18 to 30 ins. 15.00

4-YR. SEEDLINGS, TRANSPLANTED

Leucothoe catesbaei, 10 to 14 ins. \$35.00

Picea engelmannii, 5 to 8 ins. \$ 8.00 \$ 70.00

Picea excelsa, 6 to 12 ins. 8.00 70.00

Picea pungens glauca, 6 to 10 ins. 12.00 100.00

Pinus strobus, 6 to 10 ins. 10.00 100.00

Thuja occidentalis, 8 to 12 ins. 12.00

Tsuga canadensis, 5 to 8 ins. 10.00 90.00

Tsuga canadensis, 8 to 10 ins. 15.00 140.00

Tsuga canadensis, 10 to 12 ins. 20.00 190.00

VAN DINE NURSERY

287 Berdan Ave. Wayne, N. J.

LANDSCAPE MATERIAL

Acer platanoides, 6 to 8 to 10 to 12 ft.

Cham. plumosa, 15 to 18, 18 to 24 ins.

Cham. plumosa aurea, 15 to 18, 18 to 24 ins.

Cornus florida, 3 to 4 to 6 to 8 ft.

Cornus florida rubra, 3 to 4 ft.

Cotoneaster divaricata, 2 to 3 ft.

Juniperus hetzi glauca, 12 to 15 ins. to 2 to 2 1/2 ft.

Juniperus stricta, 12 to 15 to 18 to 24 ins.

Sorbus aucuparia, 5 to 6 to 8 to 10 ft.

Syringa vulgaris, 2 to 3 to 4 to 5 ft.

Taxus in varieties, 12 to 15 to 18 to 24 ins.

Capitata, brownii, densiformis, hatfieldi.

Ellorani, hicksii, Moon's columnaris, thayerae

Thuja oec. pyramidalis, 18 to 24 ins., 2 to 3 ft.

Viburnum hybrids, in varieties, 12 to 18 to 18 to 24 ins.

Write for list.

VERKADSE NURSERIES
 New London, Conn.

SHRUBS AND TREE TRANSPLANTS

Acer ginnala (Amur Maple), Norway, columnare Norway and Schwedler Maple.

Euonymus, vegetus and coloratus.

Gleditsias (Honey Locust), Moraine R and thornless.

Malus (flowering Crab Apple), 10 varieties.

Salix, niohe (golden Weeping Willow), blanda (Wisconsin Weeping), discolor French (French Pussy).

Syringas (French Lilacs), 23 varieties, 2 to 3 ft. and 3 to 4 ft., heavy, a few 4 to 5 ft.

THE MEAD NURSERY
 Oconomowoc, Wis.

XUM

SHRUBS AND TREES

Ilex crenata, rotundifolia and convexa. Bushy, well-colored plants.

12 to 15 ins., B&B.....	\$1.00	\$.90
15 to 18 ins., B&B.....	1.35	1.25
18 to 24 ins., B&B.....	1.85	1.75
2 to 3 ft., B&B.....	3.00	2.75

Will send samples if interested.
Ilex cornuta National (Burfordi). Well-berried, full.

18 to 24 ins., B&B.....	\$1.75	\$1.50
2 to 3 ft., B&B.....	2.50	2.35
3 to 4 ft., B&B.....	3.75	3.50

Ilex opaca, Howard and Croonenberg. Well-shaped, good color.

2 to 3 ft., B&B.....	\$2.65	\$2.50
3 to 4 ft., B&B.....	3.10	3.00
4 to 5 ft., B&B.....	5.75	5.25
5 to 6 ft., B&B.....	7.75	7.25

Ilex opaca East Palatka.

2 to 3 ft., B&B.....	\$2.10	\$2.00
3 to 4 ft., B&B.....	3.10	3.00
4 to 5 ft., B&B.....	4.75	4.50
5 to 6 ft., B&B.....	6.75	6.25

Illicium anisatum (Anise). Well-filled, multiple stem. No. 1.

2 to 3 ft., B&B.....	\$2.00	
3 to 4 ft., B&B.....	2.85	
4 to 5 ft., B&B.....	4.75	
5 to 6 ft., B&B.....	7.00	

Abelia grandiflora. Good, bushy.

18 to 24 ins., B&B.....	\$1.00	
2 to 3 ft., B&B.....	1.25	
3 to 4 ft., B&B.....	1.50	

Berberis thunbergii atropurpurea. Well-colored No. 1, bushy.

12 to 18 ins., B&B.....	\$1.00	
18 to 24 ins., B&B.....	1.25	
2 to 3 ft., B&B.....	1.50	

Truckload lot delivery, by our trucks, can usually be arranged if desired.

Prices f.o.b. nursery; packing extra at cost.

GLEN SAINT MARY NURSERIES CO.

Glen Saint Mary, Pa.
Dependable since 1882

HEAVY, SHEARED STOCK

We have the following first-class, heavy, sheared stock for fall 1959 and spring 1960, wholesale. These prices apply at the 25 or more rate.

Colo. Blue Spruce, 2 to 2½ ft.....	\$ 4.50
2½ to 3 ft.....	5.50
Colo. Green Spruce, 2 to 2½ ft.....	4.00
2½ to 3 ft.....	4.50
3 to 3½ ft.....	4.50
Globe Arborvitae, 15 to 18 ins.....	2.25
18 to 24 ins.....	2.75
Greek Juniper, 2½ to 3 ft.....	3.50
Hemlocks, 5 to 6 ft.....	10.00
6 to 7 ft.....	15.00

Ilex convexa, from seed, bullata, rotundifolia

18 to 24 ins.....	3.50
24 to 30 ins.....	4.50
30 to 36 ins.....	5.50

Ilex glabra, 18 to 24 ins.....

Ilex hetzi, 18 to 24 ins.....

Ilex, 24 to 30 ins.....

Juniperus hetzi, 18 to 24 ins.....

Juniperus, 24 to 30 ins.....

Juniperus pfitzeriana, 2 to 2½ ft.....

Taxus capitata, 2 to 2½ ft.....

Taxus, 2½ to 3 ft.....

Taxus hickel, 24 to 30 ins.....

Taxus, 30 to 36 ins.....

Taxus, spreading, 18 to 24 ins.....

Taxus, 24 to 30 ins.....

Hybrid Lilacs, B&B, 3 to 4 ft.....

Pink Dogwood, B&B, 3 to 4 ft.....

Sugar Maple, 1½ to 3 ins.....

R. D. 1 New Kensington, Pa.

RARE TREES

"Imports from all over the World."
Palms, Conifers, Magnolias, Tropicals.
Also seeds of many of the rare Oaks and natives plus those of Africa, Asia, Australia, Europe and South America, plus many indoor exotics.

Send for all our listings today.

Araucaria excelsa, \$7.50 per 1000 fresh seeds.

CENTRAL NURSERY CO.

2645 Johnson Ave. San Luis Obispo, Calif.

NURSERY STOCK

TAXUS, RHODODENDRONS, JAPANESE MAPLE, AZALEAS, HOLLIES, MAGNOLIAS, DOGWOODS and other choice foundation planting stock in both finished and lining-out grades. Catalog upon request.

Buy the best BUY KLYNS

GERARD K. KLYNS, INC. MENTOR, O.

Wholesale Rose Growers and Nurserymen

IN THE HEART OF FAMOUS LAKE CO.

RARE SHADE TREE LINERS

Increase your sales with our quality flowering, shade, shrubs, fruit tree liners.

Reasonable prices. Send want list.

GLOBE NURSERIES

Box 249 McMinnville, Tenn.

SURPLUS NURSERY STOCK AND TREES

ALL ITEMS BALLED AND BURLAPPED

Landscaping sizes.

200 Norway Maples, 15 to 20 ft.

and 20 to 25 ft., 3 to 6-in. cal.

100 Euonymus alatus, 5 to 6 ft.

50 Regel Privet, 4 to 5 ft.

50 Mock Orange (Phil. cor.), 5 to 6 ft.

50 Moss Cypress, 4 to 5 and 5 to 6 ft.

50 European Larch, 8 to 10 and 10 to 12 ft., dense.

100 Yellow Weeping Willow, 8 to 10 and 10 to 12 ft., 2 to 4 ins.

25 Bald Cypress, 8 to 10 ft.

50 Spiraea foebeli, 4 to 5 ft.

50 Pearlbrush (Exochorda wilsoni), 3 to 6 ft.

50 Cedrus atlantica glauca, 3 to 4 ft.

100 Hetz Juniper, 3 to 4 ft.

and 5 to 6 ft.

50 Lombardy Poplar, 10 to 12 ft. and 12 to 15 ft.

50 Pfitzer Juniper, 3 to 4 ft.

50 Spiraea vanhouttei, 3 to 4 ft.

2 and 4 to 5 ft.

25 Golden Rain Tree, 8 to 10 ft., 3 to 4-in. cal.

100 Azaleas (mostly pinks), 2 to 3 ft.

100 Common Lilacs, 2 to 3 ft.

and 3 to 4 ft.

25 Yellow Weigela, 3 to 4 ft.

25 Prunus Thundercloud, 5 to 6 ft.

Inspection invited.

PARSELL'S GARDEN MART

1135 East State St. Westport, Conn.

EVERGREENS

Arborvitae Each 100 1000

Globe, 3-yr. bed \$ 0.45 \$ 0.40

Pyramidal, 18 to 24 ins. br. 1.10 1.00

Junipers

Hetz, 2-yr. bed .35 .30

15 to 18 ins. br. 1.10 1.00

Pfitzer, 2-yr. bed .30 .25

3-yr. bed .40 .35

15 to 18 ins. br. 1.10 1.00

fastigiata, 18 to 24 ins. br. 1.10 1.00

Taxus

cupidata, 2-yr. bed .35 .30

3-yr. bed .45 .40

5-yr. lining-out .90 .80

hicksi, 2-yr. bed .35 .30

5-yr. lining-out 1.25 1.10

capitata, 6-yr. lining-out 1.25 1.10

SHADE TREES

Chinese Elm, 1 to 1½-in. br. \$ 2.00

1½ to 2-in. 3.00

2 to 2½-in. 4.00

2½ to 3-in. 5.00

3 to 4-in. 6.00

Silver Maple, 6 to 12 ins. \$10.00

12 to 24 ins. 20.00

2 to 3 ft. 10.00

3 to 4 ft. 15.00

4 to 5 ft. 20.00

RICHARDSON NURSERIES, INC.

53947 Fir Rd., R. 1 Granger, Ind.

EVERGREENS, WHOLESALE

A wide selection of Evergreen seedlings and transplants, also hardwoods, shade trees, ornamentals, shrubs and flowering trees. Our selected seed with good heredity and scientific culture assures healthy trees with heavy roots for rapid growth.

Musser offers quality trees at a price made possible through large quantity production.

No charge for packing and boxing. Ask for complete catalog and wholesale planting lists.

Our ad, which appears on page 18 of this issue, shows a partial list of seedlings and transplants.

MUSSEY FORESTS

Box 16 IC Indiana, Pa.

CORKSCREW WILLOW

(SALIX TORTUOSA)

A genuine novelty with dark green branches, that are as crooked as a corkscrew. Height 20 ft.

4 to 5 ft. size.....\$1.15 each

5 to 6 ft. size.....1.50 each

6 to 7 ft. size.....2.25 each

10 to 12 ft. size.....3.50 each

2½ to 3-in. cal.9.00 each

A good safeguard item. F.O.B. Lima.

MOSES NURSERIES, LIMA, N. Y.

SILVER MAPLE, THORNLESS LOCUST

CHINESE ELM

Nursery-grown, transplanted.

Per 30-100 Per 1000

1 to 1½-in. cal.\$1.75 \$1.50

1½ to 2-in. cal.2.25 1.90

2 to 2½-in. cal.2.75 2.50

2½ to 3-in. cal.3.50 3.00

Wholesale list on request.

R. BRUMOND SMITH NURSERY

R. 2, Box 198 Muncie, Ind.

Phone AT 2-5144

SILVER MAPLE, CHINESE ELM, STYCAMORES

NURSERY GROWN, NORTHERN ILL.

Per 10 Per 100

1½ to 2-in.\$2.50 \$2.00

2 to 3-in.2.75 2.25

3 to 4-in.3.00 2.50

Will deliver in 50-mile radius of Chicago.

All other orders picked up at nursery.

KINAST NURSERY, R. 173, Antioch, Ill.

2 miles west Route 45. Phone 2222.

DISCONTINUING SHADE TREES

100 NORWAY AND SCHWEDLER MAPLE.

FROM 1½ TO 3-IN. FINE HEADS.

VERY FIBROUS ROOTS.

STRAIGHT TRUNKS.

ALL TRANSPLANTED STOCK.

REASONABLY PRICED.

THE JOY NURSERY

12945 State Rd. 23 Granger, Ind.

7 MI. NORTHEAST OF SOUTH BEND

FLOWERING CRAB APPLES

3 and 4-yr. transplants, 10 varieties.

4 to 8 ft. sizes

and caliper specimens.

THE MEAD NURSERY

Route 2 Oconomowoc, Wis.

WINTER JASMINE

(Jasmine nudiflorum)

Large stock, assorted sizes.

Ask for prices.

WAYNESBORO NURSERIES

Waynesboro, Va.

FRENCH LILACS

23 varieties.

Heavy transplants, 2 to 3 ft. and 3 to 4 ft., a few 4 to 5 ft.

THE MEAD NURSERY

Route 3, Oconomowoc, Wis.

Quercus rubra (Red Oak), root-pruned, field specimens, 2 to 8-in. caliper.

R. H. Rogers Nursery, Cooperstown, N. Y.

TAXUS

TAXUS CAPITATA

(Upright Japanese Yew.)

Per 100 Per 1000

*15,000 2-yr. selected seedlings.

4 to 6 ins.\$0.15 \$0.12½

15,000 4-yr. T. 10 to 15 ins.45 .40

1,000 6-yr. TT75

*Seed sown lightly. Plants grown with plenty of room in beds.

C. HOOGENDOORN

Turner Rd. Newport, R. I.

Taxus, flat-grown rooted cuttings, 2-yr., heavily rooted. Per 1000: 3 to 5 ins. \$60.00;

4 to 6 ins. \$75.00; 6 to 8 ins. \$90.00. Andersoni, brevifolia nana, cuspidata, hicksi,

hatfieldi, intermedia, media, vermeulenii, wardi and wymani. 50,000 for potting or beds, immediate delivery. 3000 cuspidata,

transplants, 3-yr., cut back to 12 ins. 40c.

300 hicksi, 12 to 18 ins. 60c. N. R. puddled.

Humphreys Landscape Service, Mt. Sterling, Ky.

HEAVY LINERS FROM FIELD BEDS

Taxus hatfieldi, 8 to 12 ins., Per 100

3-yr., TT.....\$45.00

Taxus browni, 6 to 10 ins.,

2-yr., T.....30.00

Free packing.

BLAKE'S NURSERY

Saddle River, N. J.

250,000 TAXUS CUTTINGS

Intermedia, hicksi, cuspidata, media, densiformis, browni,

hatfieldi and andersoni.

2c each.

ANNA NURSERY, ANNA, ILL.

3000 TAXUS

Intermedia, browni, hatfieldi and kelseyi.

VIBURNUMS—Continued

VIBURNUM CARLESI COMPACTA (NEW)
This is a compact form of Viburnum carlesii with dark green leaves and buds up very readily. 100 1000
2500 2-yr. grafts\$1.25 \$1.00
C. HOOGENDOORN
Turner Rd. Newport, R. I.

More customers for you!
Over 9,500 subscribers, all active buyers.
see your ad in the American Nurseryman.

VINCAS

VINCA MINOR (HARDY MYRTLE)
Per 100 Per 1000
Division liners\$ 1.25 \$ 10.00
Clumps, 15 to 20 leads 5.00 40.00
Clumps, 25 to 30 leads 7.50 60.00
2 1/2-in. pots 12.00 100.00
3-in. peat pots 15.00 125.00
Shipment any time. Write for quotations on large quantities.
LOWELL H. MCGEE NURSERIES
Box 341 Phone 3351 McMinnville, Tenn.

WANTED

WANTED
CUTTINGS AND UNROOTED RUNNERS
Fachysandras, English and Baltic Ivies,
Euonymus, coloratus, vegetus and radicans.
IVY DALE NURSERY
Upper River Rd. Erie, Pa.
Turn your Surplus Stock
into cash
with a Classified Ad in
the American Nurseryman.

SUPPLIES AND SUNDRIES

BURLAP

BURLAP

Some 10,000 burlap bags, 17 ins. wide x 29 ins. long. Strong used bags.
All or any number, 4c each.
When slit open, make squares about 34 x 28 ins., only 2/3c per sq. ft.!

STAR BAG SERVICE
P. O. Box 792 Niagara Falls, N. Y.

HOLLAND BURLAP squares, for all needs.
VIKING CLOTH, a film imbedded Burlap, in squares, used instead of tarpaulins, and in 50-yard rolls, 5 ft. wide, \$38.00.
HALF MOON CO., Box 174, Plainfield, N. J.

CANE STAKES

NATURAL BAMBOO STAKES
PER 100 1/2-in. 3/4-in. 1-in. 1 1/4-in.
4 ft.\$2.88 \$3.44 \$4.24 \$5.60
5 ft. 3.60 4.30 5.30 7.00
6 ft. 5.16 6.36 8.40
7 ft. 6.02 7.42 9.80
8 ft. 6.88 8.48 11.20
10 ft. 10.60 14.00
12 ft. 12.72 16.80
Approximate thickness at bottom end.
F.O.B. Livonia, La. 2000 up, less 5 per cent; 5000 up, less 10 per cent.
A. C. PATTERSON, PRISCO, LA.
FORMERLY OF CENTERTOWN, KY.

BAMBOO CANE STAKES
For greenhouse and nursery purposes.
All types and sizes.
Write for prices and quantity discounts.
ALEC HENDERSON, INC.
1313 W. Randolph St. Chicago 7, Ill.

OUTDOOR BAMBOO STAKES
All sizes for immediate delivery.
Ask for our Nursery Supply List.
HALF MOON CO., Box 274, Plainfield, N. J.

CANE STAKES
SEE DISPLAY AD ON PAGE 83.
McHUTCHISON & CO., RIDGEFIELD, N. J.

CHRISTMAS TREES

NORWAY SPRUCE
Well-sheared, full, heavy trees, good color.
Each 1 to 30 30 up
2 to 3 ft., B&B\$2.75 \$2.50
3 to 4 ft., B&B 3.75 3.50
4 to 5 ft., B&B 4.75 4.50
Row-run and you dig your own, \$2.50 each.
Reserve your order now for Christmas season.

PAUL'S NURSERY
Shelby, O.
15,000 large, sheared Scotch and Red Pine, near Uniontown; 20,000 sheared Scotch and Red Pine, also White Spruce, near Bedford.
First cuttings.
L. R. Brown, Agent, R. 4, Johnstown, Pa.

COLOR TAGS

COLOR PICTURE TAGS
Quick shipments. Reasonably priced.
Shrubs, shade, fruits, vines, flowering trees, etc. Write for price list.
GLOBE NURSERIES
Box 249 McMinnville, Tenn.

Start Your Offer Now
in the American Nurseryman
and Watch Sales Climb.

CONTAINERS

EGG CANS
By car or truckloads.
Carloads, unpainted, unpunched, 8c to 10c at source; freight to be added. Approximately 7000 per carload.
Also available at Scottsville at these prices: Unpainted, unpunched, 17c; painted and punched, 32c.
Approximately 3000 per truckload. Prices subject to market changes.
All prices NET CASH.
VERHALEN NURSERY CO.
Scottsville, Tex.

DECORATIVES

Christmas boughs. Save money. Douglas Fir, Abies concolor (White Fir), Ponderosa Pine, Spruce. Order now.
Colorado Evergreen Co., 3060 Pierce St., Denver 16, Colo.

FERTILIZERS

PETERS SPECIAL
CONTAINER-GROWING FERTILIZERS
All materials listed are ideal for container-growing purposes.

SEQUESTERED SOLUBLE
CHELATED FERTILIZERS
WITH M77

SOLUBLE FERTILIZERS
21-7-7 Azalea Neutral (non-acid forming)
2-7-7 Azalea Acid (heavy acidifying action)
20-10-15 Nurseryman's Special
All above, \$6.75 per 25-lb. bag.
\$23.00 for 4 25-lb. bags.
20-20-20 General Purpose Feed.
10-20-20 Low Nitrogen Special.
\$7.25 per 25-lb. bag, \$25.00 for 4 25-lb. bags.

LONG-LIFE FEEDS
13-6-6 Organic Special Du Pont Uramite Nitrogen and highest grade natural organic. The finest long-life dry feed. Unexcelled for containers.
\$7.25 per 25-lb. bag, \$25.00 for 4 25-lb. bags.
Du Pont Uramite, 35 per cent nitrogen from methyl-urea, \$12.00 per 50-lb. bag.
Also available: Chelated Iron, Chelated Trace Element Complexes, Fritted Trace Elements, etc.

FRITTED POTASH
Contains 82 per cent K2O, plus fritted trace elements. Will not leach away. Gives 6 to 9 months' assured supply of Potash, regardless of leaching rain or heavy watering. \$9.00 per 25-lb. bag; \$25.00 per 25-lb. bag for 4 to 89 bags.
Write for complete price list.

Freight prepaid to any state in the Union with the exception of Alaska, on all orders totaling 300 lbs. or more. West of the Mississippi, add 2c per lb. on 300 lbs. and over, prepaid shipments. F.O.B. Allentown, Pa., on all orders less than 300 lbs.

PETERS SPECIAL
Retail Packages
20-20-20.
1-lb. reseal container.
packed 12 to a carton.
Resale price, \$1.25 to \$1.50.
12-pack carton costs you \$10.50.
20-20-20.
5-lb. reseal tub.
packed 6 to a carton.
Resale price, \$3.75 to \$4.95.
6-pack carton costs you \$15.75.
F.O.B. Allentown, Pa. Total orders of 300 lbs. or over shipped prepaid anywhere in the United States, with the exception of Alaska.
ROBERT B. PETERS CO., INC.
323 N. 15th St. Allentown, Pa.

FLATS

CYPRESS FLATS.
TOP-GRADE FLATS THAT LAST.
No. Size I.S.M. Per 100 Wt.
1. 14x20x2 3/4-in.\$25.00 590
2. 14x20x3 3/4-in. 29.00 680
3. 12x16x2 3/4-in. 20.00 440
4. 12x16x3 3/4-in. 24.00 530
5. 14x16x2 3/4-in. 22.00 510
6. 14x16x3 3/4-in. 26.00 590
7. 15x22x2 3/4-in. 29.00 670
8. 15x22x3 3/4-in. 33.00 780
9. 11 1/4x22x2 3/4-in. 23.00 540
10. 11 1/4x22x3 3/4-in. 28.00 630
11. 14x16x5-in. 30.00 720
12. 8x11x5-in. 16.00 300
13. 8x16x5-in. 18.00 380
Any size to order. Write for price list on skeleton flats. Bottoms and sides 1/2-in. thick; ends 3/4-in.; all planed one side. 5 per cent discount on orders of 500 or more. Check with order. Up to 3 lines printing in black ink if desired, \$1.00 set up charge plus 1c per end piece. Shipped K.D. in bundles of 25. F.O.B. Williamson, by truck, unless specified otherwise.
H. C. HILL & SONS
P. O. Box 747 Williamson, N. C.
Phone Swift 2-4127

WHITE CEDAR FLATS

Order by No. Size I.S.M. Price per Wt. per 100
No. 1, 14x20x2 3/4-in.\$27.00 320
No. 2, 14x20x3 3/4-in. 31.50 400
No. 3, 12x16x2 3/4-in. 20.75 250
No. 4, 12x16x3 3/4-in. 24.50 275
No. 5, 14x16x2 3/4-in. 23.25 275
No. 6, 14x16x3 3/4-in. 27.50 290
No. 7, 15x22x2 3/4-in. 30.75 380
No. 8, 15x22x3 3/4-in. 35.50 425
No. 9, 11 1/4x22x2 3/4-in. 25.00 320
No. 10, 11 1/4x22x3 3/4-in. 29.00 400
No. 11, 14x16x5-in. 32.75 450
No. 12, 8x11x5-in. 16.75 160
No. 13, 8x16x5-in. 19.00 215
Plant boxes, 5x8 1/2x2 3/4-in. 6.50 40
Skeleton flats to carry TEKPAKS and similar growing containers. (Write us for price list.)

All other sizes quoted on request.
5 per cent discount on orders of 1000 or more; 10 per cent discount on carloads of 30,000 lbs. or more.

Bottoms and sides are 1/2-in. thick and ends are 3/4-in. thick. All material surfaced on one side.

Your name and address printed, up to 3 lines in black ink, on one or both end pieces at the following rates: \$1.00 setup charge, plus 1/4c per end piece for the first 1000 ends; 1/8c per end thereafter.

Shipped knocked-down in units of 25. F.O.B. Cook. All shipments by truck unless otherwise specified. Attach check.
H. C. HILL & SONS
Manufacturer of flats, dowels and specialties.
Phone NOrth 6-3348, Cook, Minn.

REDWOOD FLATS, K.D.
Finest stock obtainable. Guaranteed all clear heart. Size 20x16x3 ins. inside measure, \$38.00 per 100.

1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., \$3.50 per bd.
50 pcs. to bundle, 6 ft., \$4.50 per bd.
50 pcs. to bundle, 8 ft., \$5.50 per bd.
Ship same day. Cash with order, please.
YOHO & HOOKER, YOUNGSTOWN 2, O.

9,500 Active Nurserymen
are in need of stock.
List your offerings in the
American Nurseryman Classified Section.

IRRIGATION EQUIPMENT

IRRIGATION EQUIPMENT
Buy direct from factory. New or used pumps, aluminum or steel irrigation pipe, fittings, irrigation well service. Moulton Eagle boom sprinkler, 3 sizes. Write for free catalog.

MOULTON IRRIGATION CO.
Dept. AN9 Withrow, Minn.

Surplus Stock
can be easily and quickly turned into cash
by listing it in the
American Nurseryman Classified Ads.

LABELS

DAHLIA OR TREE LABELS
Priced per carton
Plain Painted
3 1/4x5 ins., notched, not wired, \$5.00 \$3.60
3 1/4x5 ins., wired (copper) 5.95 4.90
POT LABELS
4x5 ins. (cartons 1000 each) .. 3.95 4.00
5x5 ins. (cartons 1000 each) .. 4.30 5.10
6x5 ins. (cartons 1000 each) .. 4.70 5.50
Priced per carton
Plain Painted
8x5 ins. (cartons 500 each) .. \$3.60 \$3.30
10x5 ins. (cartons 500 each) .. 4.20 6.10
GARDEN STAKES
8x 3/4 ins. (cartons 250 each) .. 3.00 3.60
10x 3/4 ins. (cartons 250 each) .. 3.30 3.90
12x1 1/4 ins. (cartons 100 each) .. 2.00 2.40
Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.
Catalog on request.
"We ship same day."
YOHO & HOOKER, YOUNGSTOWN 2, O.
FINEST BLANK OR PRINTED wood labels
BENJ. CHASE CO., VII. Sta., DERRY, N. H.

ORCHID SUPPLIES

FOR SURE DEATH
TO ALL SLUGS AND SNAILS
 Use the "Original" English formula of Metaldehyde by "Corry's of London." The first Metaldehyde slug and snail bait made in the U. S.
 Contains no arsenic. Will not burn plants.
 1 lb., 70c; 2 1/2 lbs., \$1.55; 5 lbs., \$3.00.
 Priced F.O.B. Houston, Tex.
WRIGHTWOOD FLORAL CO., INC.
 1429 Wrightwood Ave. Houston 3, Tex.

PEAT MOSS

"BRODLEAF" Holland Peat Moss, Carlots. Standard 7 1/2 cft. Gardener 6 cft. and Halves. Jumbo for growers, two bales equal three.
HALF MOON CO., Box 27A, Plainfield, N. J.

PESTICIDES

PESTICIDES
 SEE DISPLAY AD ON PAGE 83.
McHUTCHISON & CO., RIDGEFIELD, N. J.

PLANT FOOD

PENNSYLVANIA DISTRIBUTOR
CHLOROMONE
 Liquid plant hormone with chlorophyll.
 4-oz. jar \$ 3.00
 Case of 12 23.40
 Case of 24 43.20
 Gallon tin 45.00
HEASLEY BROS. NURSERY
 R. D. 1, Box 218 Greenburg, Pa.

OHIO DISTRIBUTOR

CHLOROMONE
 Liquid plant hormone with chlorophyll.
 4-oz. jar \$ 3.00
 Case of 12 23.40
 Case of 24 43.20
 Gallon tin 45.00
CRUMHINE NURSERY
 R. D. 2 Phone TA 3-9598 Alliance, O.

CHLOROMONE

Liquid plant hormone.
 4-oz. jar \$ 3.00
 Case of 12 23.40
 Case of 24 43.20
 Gallon tin 45.00
HES NURSERIES
 P. O. Box 128 Wayne, N. J.

PLANT TIES

PLANT TIES
 SEE DISPLAY AD ON PAGE 83.
McHUTCHISON & CO., RIDGEFIELD, N. J.
 Check Your Stock NOW!
 If you have a surplus
 sell it through the
 American Nurseryman Classified Ads.

PLASTIC FILM

GER-PAK POLYETHYLENE FILM
SUN-RESISTANT BLACK FOR MULCHING
 .0015 MIL.
 3 ft. x 500 ft. \$ 7.45 roll
 3 ft. x 1000 ft. 14.90 roll
 4 ft. x 1000 ft. 19.90 roll
NATURAL TRANSPARENT ONLY
 .002 MIL. ALL ROLLS 200 FT. LONG
 4 ft. 2 ins. x 200 ft. \$ 5.55 roll
 8 ft. 4 ins. x 200 ft. 11.10 roll
 12 ft. x 200 ft. 15.90 roll
NATURAL TRANSPARENT ONLY
 .004 MIL. ALL ROLLS 100 FT. LONG
 3 ft. x 100 ft. \$ 4.00 roll
 4 ft. x 100 ft. 5.30 roll
 6 ft. x 100 ft. 7.98 roll
 8 ft. x 100 ft. 10.65 roll
 14 ft. x 100 ft. 18.60 roll
MINIMUM ORDER .004 mil. 4 rolls up to 8 ft. Write for low prices on quantity orders. Other sizes and mil. weights available up to 40 ft. in natural and black film.
PHONE BALDWIN 3-8277
DAYTON NURSERY & GARDEN SALES
 P. O. Box 763 Dayton 1, O.

POLYETHYLENE FILM

1 1/2 mil., black, in 1000-ft. rolls, 3 ft. wide, \$29.40; 4 ft. wide, \$27.00.
 2 mil., natural, in 200-ft. rolls, 4 ft. 2 ins. wide, \$2.00; 8 ft. 4 ins. wide, \$15.00; 12 ft. wide, \$21.60.
 4 mil., natural, in 100-ft. rolls, 3 ft. wide, \$6.00; 4 ft. wide, \$8.00; 6 ft. wide, \$11.20; 8 ft. wide, \$14.40; 10 ft. wide, \$18.00; 12 ft. wide, \$21.60; 14 ft. wide, \$25.20; 16 ft. wide, \$28.80; 20 ft. wide, \$36.00; 24 ft. wide, \$43.20; 28 ft. wide, \$50.40; 32 ft. wide, \$57.60.
 10 per cent discount on orders over \$24.00.
 20 per cent discount on orders over \$60.00.
 35 per cent discount on orders over \$50,000 sq. ft.
 We pay freight if check is with order.
 6 mil. available in widths up to 32 ft.
ROUGH BROS.
 4229 Spring Grove Ave. Cincinnati 23, O.
VIKING-CLOTH, a Poly-embedded Burlap.
POLY-FILM, all in Sheets and Rolls.
HALF MOON CO., Box 27A, Plainfield, N. J.

POLYETHYLENE FILM

Natural transparent, made from Du Pont Alathon, the amazing film for greenhouses.
 .004 mil., all rolls 100 ft. long.
 3 ft. wide by 100 ft. long \$ 6.00 per roll
 4 ft. wide by 100 ft. long 8.00 per roll
 6 ft. wide by 100 ft. long 12.00 per roll
 8 ft. wide by 100 ft. long 16.00 per roll
 Other sizes available up to 20 ft. wide.
 Send \$1.00 for liberal sample.
 4 ft. x 10 ft. postpaid.
 Special deal for greenhouse construction.
 5 rolls to \$ 9 rolls, 25 per cent discount.
 100 rolls or more, 33 1/3 per cent discount.
 "We ship same day."
YOHO & HOOKER
 529 Williamson Ave. Youngstown 1, O.

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WILSON HIGH IMPACT
POLYSTYRENE PLASTIC POTS
 Attractive mottled colors in utility grade, sold in original cartons only. All priced F.O.B. DAYTON, O.
 Per 1000 Wt.
 2-in., round, 1000 case \$ 9.00 12 lbs.
 2 1/2-in., round, 1000 case 11.50 22 lbs.
 3-in., round, 1000 case 17.00 35 lbs.
 4-in., round, 500 case 32.00 35 lbs.
 4-in., round tub, 500 case 32.00 35 lbs.
 6-in., round, 120 case 120.00 35 lbs.
 6-in., round tub, 120 case 105.00 25 lbs.
 2 1/2-in., square, 1000 case 10.00 18 lbs.
 3-in., square, 1000 case 17.00 36 lbs.
 4-in., square, 1000 case 32.00 33 lbs.
 Also available in solid pastel colors, add 25 per cent to above price for colors. Samples sent upon request.
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Hammermill bond letterheads, 8 1/2 x 11.
 White wove envelopes, 6 1/2 size.
 250 of each for \$6.50, postpaid to zone 3.
 H. Grebe, 306 Union St., Rye, N.Y.

REED MATS

REED MATS
 SEE DISPLAY AD ON PAGE 83.
McHUTCHISON & CO., RIDGEFIELD, N. J.

SPHAGNUM MOSS

NO. 1 SPHAGNUM MOSS
 Large burlap bales, long fibered, clean, firmly packed; bale, \$1.20.
JOSEPH JAMROS, CITY POINT, WIS.
 Fresh, clean sphagnum moss, write, or phone City Point 133 for our low prices on wirebound bales in truckloads or carlots.
 Tony Jaromin, City Point, Wis.
 Long-fibered sphagnum moss, also ground moss. Price us on truckloads delivered.
 Warrens Moss Co., Warrens, Wis.

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CYPRESS PLANT STAKES
 \$3 pieces to bundle.
 1x1-in.-3 ft., pointed \$3.00 per bundle
 1x1-in.-4 ft., pointed 3.50 per bundle
 1x1-in.-5 ft., pointed 4.50 per bundle
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 1x1-in.-7 ft., pointed 7.00 per bundle
 These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."
WE SHIP SAME DAY!
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GALVANIZED tree guying WIRE,
HOSE for guywire FADING.
 Prices and samples sent on request.
SCHUPP SUPPLY CO., WILMETTE, ILL.

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PLANT BREEDING FOR EVERYONE,
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 by John Elliott, \$1.00.

These books may be obtained, postpaid, at the publishers' prices indicated, from
AMERICAN NURSERYMAN
 343 S. Dearborn St. Chicago 4, Ill.

CALIFORNIA NOTES

[Continued from page 85]

structures used for the storage of horticultural supplies and stores used for nursery purposes. It is felt by many that the codes are too strict considering the uses to which the buildings are put and their comparatively temporary nature. Speakers were Dr. Samuel Hart, department of agricultural engineering, University of California, Davis, and Prof. Robert Curley, agricultural extension specialist, U. of C.

The theft of \$600 from Norco Nurseries, San Jose, was reported to the police by Mrs. Margaret Norton, wife of the owner.

Work has been completed on a small greenhouse attached to the laboratory at the new variety test grounds of Jackson & Perkins at Livermore. The firm was host late in July to the San Mateo County Rose Society on its annual inspection tour of new roses for garden purposes.

Entomophthora muscae, reported as "an unusual fungus" that attacks flies and grasshoppers, is helping greatly to reduce the state's population of these pests, according to a report by Ronald Hawthorne, California state department of agriculture, Sacramento.

Jack Finnegan, Charles Buckley and T. C. Tomlinson have opened Leisure House at Los Altos. These architectural designers and renderers have found that they cannot obtain certain landscape items, including exotic plants, large bowls and containers for plants, some kinds of garden furniture and colored gravel, that they need to complete the jobs they have created for their clients. The purpose of Leisure House is to serve as a source for these and similar hard-to-get items.

Yuji Yoshimura, owner-operator of the Kofu-en Nursery in Japan, gave a series of talks on bonsai gardening in several parts of the state during the month of July. It is reported that his nursery is a gathering place for bonsai fans from all parts of the world.

Mark MacDougall, editor of the American Fuchsia Society Bulletin, spoke on that flower and its culture at the July meeting of the Santa Clara county valley branch at Palo Alto. His own fuchsia garden is reportedly one of the finest of its kind in the country and is the scene of many garden tours.

The Cal Poly Horticulture Alumni Association held its annual barbecue in Flood park, Menlo Park, early in July. Games started at about 2 in

WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements

Display: \$4.50 per inch, each insertion.

Lines: 40¢ line; minimum order \$4.00.

HELP WANTED

An old, established nursery, one of America's fastest-growing mail-order nurseries, is expanding its operation. A new nursery is being established in an eastern area and a man with experience in growing perennials, shrubs and other nursery stock plus experience in shipping is needed. Good salary, profit sharing, hospitalization and other benefits for the right person. Must have executive ability. Write Box 630, care of American Nurseryman, giving information on background and experience.

HELP WANTED

LANDSCAPE DESIGNER-SALESMAN

To sell homeowners and industrial plants in Minneapolis, Minn. Leads furnished but must also be willing to solicit.

NURSERY SUPERINTENDENT

Must be experienced in all phases of nursery work. Modern home on premises. Real opportunity, good salary and insurance benefits to energetic man.

Give complete resume and include picture in first letter. Address replies to Box 633, care of American Nurseryman.

HELP WANTED

Experienced landscape salesman. Design and sales. Northwest location. Local sales for well-established, growing company. Good starting salary and profit sharing. Our employees know of this ad. Reply to Box 624, care of American Nurseryman.

HELP WANTED

SALES POSITION OPEN

Medium-size midwestern grower-nurseryman has opening for wholesale salesman. Old, established firm growing a full line of ornamentals. Now concentrating on Great Lakes area, but need more coverage. Salary plus bonuses—no commissions. Send resume to Box 523, care of American Nurseryman.

HELP WANTED

Experienced working manager for retail garden center. Prefer someone now employed who wants to get ahead in a new company. Must be sober and reliable, have the know-how of merchandising and the horticultural knowledge to care for nursery stock as well as the ability to sell it. Permanent, year-round and open now. Send complete resume and references. Absolute secrecy guaranteed from present employer.

CANTRELL GARDENS
8112 Cantrell Rd. Little Rock, Ark.

FOR SALE

NURSERY AND CHRISTMAS TREE PLANTATION

Plantation on 400 acres, ideal coniferous ground, large crop ready for this season, annual rotation established of carefully cultivated and sheared trees. Nursery stock in thousands of Yews, Arborvitae, Blue Spruce, Concolor, Paper Birch, Hemlock and others. Three fine dwellings. Flocking equipment, tools, tractors, etc., for efficient and profitable operation. This is an excellent going business. Located in mountains of south central Pennsylvania, ideal shipping point all eastern metropolitan areas. Priced for prompt sale. \$30,000 cash will handle; balance can be financed.

ROBERT A. FERREE, Real Estate
Public Square Bedford, Pa.
Phone: 1225

FOR SALE

Quality nursery with largest stock in Pacific northwest. Been same location 37 years. Beautiful layout with nice buildings on well-located 10-acre site. \$120,000 for land and buildings (stock and equipment extra). Land alone is worth more than total price. Cash or \$50,000 down, balance \$750 per month including interest. Books open to bona fide nursery prospect. A nursery with a past on a property with a future. Call or write:

WILLIAM C. JOHNSTON, Realtor
801 Washington Bldg.
Tacoma 2, Wash.
Phone: FUlton 3-4554

FOR SALE

7 acres, 1 block off coast highway, 1 mile from city center, midway between Seattle and Portland. Landscaping unlimited. Salesyard nursery stock, home, modern conveniences, outbuildings, city water, river irrigation, water right, 3 small tractors and tools for landscape jobs. For a sincere willing effort you can do well here. We are retiring. Take all. Price, \$11,500.

SHRUB MART

Rt. 3, Box 2 Centralia, Wash.

HELP WANTED

Immediate opening for salesman for garden center. Starting salary \$80.00 per week, plus bonus. Send photo, reference to:

FORT GILCHRIST HOUSE &
GARDEN CENTER
R. D. 2 Harrisburg, Pa.

HELP WANTED

Salesman - supervisor - foreman for landscape planting. Unlimited opportunity for experienced man who is willing to work. Washington, D. C., area.

EARLE M. DUPEE,
Landscape Nurseryman
Santini Rd. Burtonsville, Md.

HELP WANTED

Landscape salesman with landscape design experience. \$400 per month drawing account against liberal commission.

OLD ORCHARD GARDENS
724 E. Big Bend Blvd.
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FOR SALE

On 4-lane highway in the heart of the best landscape area in Lake Co., Ind. About 4000 landscape-size, assorted, northern-grown evergreens, 4000 to 5000 7 to 10-ft. Chinese Elm, Maples and Sycamores. Several hundred flowering shrubs, 1000 to 1500 baby Evergreens, 8 to 12 ins. Full set of tools, tractor, plow, cultivator, disk, harrow, 2 Rototillers, 1 pickup truck, 1½-ton flat-bed truck, showroom, sales lot and living quarters for a family of 4 or 6. A wonderful buy for a young man with a family. Owner and wife past 70 years old with no family. Absolutely going to sell. Will sell evergreens and trees separate, or trade entire setup for house anywhere in Indiana. Reply to Box 632, care of American Nurseryman.

FOR SALE

LANDSCAPE DEPARTMENT

A well-established (26 years) landscape service doing \$34,000 volume per year. In a community of 100,000 people, above average income. Volume can be increased to whatever volume you would like. Community needs a well-qualified and trained person.

Will sell good will, tree mover, trucks, small tools, etc. Everything needed to conduct a going business. Will promote your service to our garden center customers. Price complete \$12,000 — \$3,600 initial payment plus 8 payments of \$1,050 each 6 months. Reason for selling: Doing wholesale greenhouse business and cannot devote interest and time to the landscape field. Contact:

ERNST, INC.
P. O. Box 272 Muncie, Ind.
Phone: ATlas 2-2233

FOR SALE

NURSERY

2½ acres of good, rich soil; evergreens, shade trees, large amount of lining-out stock and a deep well with plenty of water. Located in Michigan, 18 miles from Bay City, 12 miles from Saginaw, 18 miles from Caro and 7 miles from Vassar. On paved road. Includes house and greenhouse, sheds, 2 rotary tillers and small tools. Good cellar for storing stock. Selling because of old age.

KRIEGER NURSERIES
Reese, Mich.

FOR SALE

Well-established nursery with good reputation, 7 acres of stock near growing suburbs. 73 varieties, all popular plants. Chance for Christmas trade in trees and decorative. Because of the death of Mr. Hendricks, owner desires to sell rights to all stock with time to move. Will consider selling the 7 acres, plus 17 acres more with house and nursery building.

MRS. LELAND S. HENDRICKS
R. R. 1, Box 422 Indianapolis 27, Ind.
Phone: TU 1-3712

FOR SALE

Well-established and profitable growing retail garden center, with landscaping and lawn sprinkler business.

LYLE E. TEUTSCH AGENCY
P. O. Box 154
Santa Fe, N. M.

FOR SALE—Good-going and profitable retail nursery in New Brunswick-Trenton, N. J. area. 5.7 acres fertile land, fully planted with fine stock of trees, shrubs and plants. Established trade. Good equipment, large storage sales building, plastic greenhouse, garage, fine irrigation pond. Small cottage. All for \$30,000. Terms: Write: Mitchell W. Smith, HORTICULTURAL REALTOR, 36-52 Main St., Flushing 54, N. Y.

NEW! ECONOMICAL! THRIFTEE PLASTIC PLANT MARKERS

as low as \$2.50 per 1,000

- More attractive, more durable than wooden markers ... and at a competitive price!
- 4" x 1/4", spring green in color, lightweight for convenience.
- Can be marked with soft lead pencils, rubber stamps, typewriter, or printing!
- Not affected by water, fertilizer or soil-chemical action.
- Will not curl, rot, rust or mildew.
- Reusable: can be cleaned with ordinary household cleanser.

PRICES

Quantity	Per 1,000 markers
1,000	\$3.90
5,000	3.60
10,000	3.30
20,000	3.00
50,000	2.75
100,000 or more	2.50

Shipping weight per 1,000 Thriftee Markers: 2 lbs.
Quantity prices shown are F.O.B. Milford, Michigan.
Shipping charges prepaid if check accompanies order.

SAMPLE ORDER (125 markers) . . . \$1.00 Postpaid

LIFETIME MARKERS

4340 Stratford Drive Dept. 7A
MILFORD, MICHIGAN

WANT ADS

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Lines: 40¢ line; Minimum order \$4.00.

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.
Elizabeth 4-9041 Waverly 6-0404
1080 Magnolia Ave. Elizabeth, N. J.

FOR SALE

NURSERY

25 miles from Cincinnati, on federal and state highways, residences, greenhouses, garages, sheds and other outbuildings, lakes and a creek; well planted; owner wants to retire. Send replies to Box 594, care of American Nurseryman.

FOR SALE

High-clearance nursery tractor, 4-ft. 2-in. clearance. Used for cultivating, spraying, evergreen and citrus tree baling, root pruning, bare-root digging. Write for information.

NURSERY EQUIPMENT CO.
Maple Plain, Minn.

FOR SALE—Property and business. 3 acres of land, bungalow, three 100-ft. greenhouses, garage, 24x48 ft. NESCONSET FLOWER FARM, St. James, L. I., N. Y.

FOR SALE—Bean Power Sprayer, 2 1/2-H.P. motor, throws 80 ft., suitable for estate, greenhouse or nursery. In first-class condition, including 200-ft. pressure hose and gun. 1295. LAMBECK NURSERY, 36 Coraopolis Rd., Coraopolis, Pa.

FOR SALE—One 4D hydraulic bulldozer, one Seaman tiller (6 ft.), one Graham Hoeme plow and one Hardie sprayer (500-gal. tank, 35-gal.-per-minute pump, 800 lbs. pressure, powered by 4-cylinder motor, mounted on Ford 1 1/2-ton truck). Come see the above items. Phone for appointment—Merrillville 9-2261. BROADWAY NURSERY, 6920 Broadway, Merrillville, Ind.

the afternoon and, after a steak dinner, the group stayed until well into the night.

Ricardo Figueroa, a 25-year-old Mountain View nurseryman, died in the Santa Clara hospital July 4 of a heart attack. He had worked in the Mountain View area for about five months. He is survived by his mother and nine brothers and sisters.

Miss Jayne Berry, 19-year-old daughter of Lowell W. Berry, Best Fertilizer Co., Oakland, died as the result of injuries received in an automobile accident while vacationing in the Lake Tahoe area.

Evan Roberts, veteran landscape architect who designed many of the larger estates on the San Francisco peninsula, died July 19 in a Millbrae rest home. He was 93 years old. Mr. Roberts was a native of England but had lived most of his adult life in the Burlingame-Menlo Park areas and had been retired for the past 10 years. He is survived by a son.

W. B. B.

OREGON NOTES

July 28, nurserymen who ship stock into California held a meeting at the Portland Wholesale Nursery Co. to discuss certain regulatory measures of the state of California.

James Doty, Doty & Doerner, Portland, chairman of the Gearhart summer session committee; Paul Van Allen, Portland Wholesale Nursery Co.; Peter Nuffer, Mountainview Nurseries, Troutdale; Joe Klupenger, Klupenger Nursery, Portland, and Charles Potter, executive secretary, O. A. N., met July 28 at the Portland Wholesale Nursery Co. to discuss the final program for the Gearhart meeting September 24 to 26. Burnby Bell will be the featured speaker, talking about historical Clatsop county and the Columbia river.

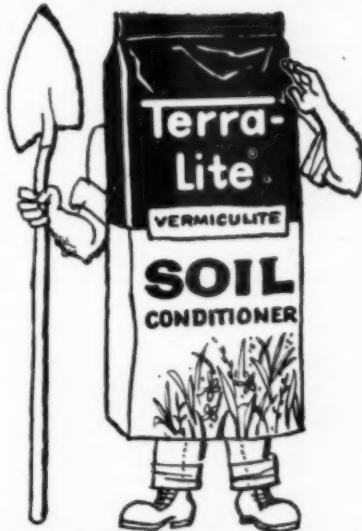
A new member of the Rose City chapter of the O. A. N. is the Gardendside Nursery, Portland.

President Robert Snodgrass of the Oregon Association of Nurserymen, Esch Nursery and Seven Dees Nursery, Portland, has announced a meeting of the board of directors of the association for the week of October 5, probably at Eugene, site of the O. A. N. convention next January. Those members of the board who attend the Gearhart summer session will get together too, he said, to discuss the convention.

Dr. Neil Stuart, plant physiologist, ornamental plant section of the fruit and vegetable branch of the crop research division of the agricultural research service, United States Department of Agriculture, Beltsville, Md., was a recent visitor to the Pa-

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921 Oliver Bldg., Boston 9, Mass.

Please ship _____ pints (12 per case)
@ \$.40 each

Please ship _____ quarts (12 per case)
@ \$.60 each

Please ship _____ gallons (4 per case)
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(All prices f.o.b. Boston)

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prevent decay



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- is ideal for painting wounds, cuts, broken limbs
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cific northwest. Dr. Stuart first visited lily plantings in the Crescent City, Calif., and Brookings-Harbor, Ore., areas. Dr. A. N. Roberts and Dr. L. T. Blaney, Oregon State College, Corvallis, were in the Brookings-Harbor area at the same time. While there the Pacific Bulb Growers' group entertained Dr. Stuart at a picnic on the beach. Then Dr. Stuart conferred with various scientists at Oregon State College. From there he went to the lily plantings of Patterson Bros., Carver, Ore., and also to the Clackamas Greenhouses and Klupenger Greenhouses, Portland. He wound up his trip conferring with Dr. Charles Gould, western Washington experiment station, Puyallup, and visiting the bulb operations in the Puyallup valley of Washington.

The members of the Oregon short course advisory committee of the O. A. N. met with Dr. A. N. Roberts, Oregon State College, the evening of August 10 at the Portland Wholesale Nursery Co. Members of the committee are Avery Steinmetz, Portland Wholesale Nursery Co.; Ed Wood, Wood Floral Co., Portland; Don Speer, Speer & Sons Nursery, Portland; Lloyd Hepler, Four Mile Farm & Nursery, Canby, and Harold Miller, Miller Landscape Service, Milwaukie, Ore. Program planning was discussed.

For the nurserymen's landscape gardeners' and florists' day at the Oregon Centennial Exposition, the group was scheduled to meet at the entrance of the "International Garden of Tomorrow" August 12 for a tour of the garden and for pictures by the Portland newspapers. A buffet dinner was scheduled in the Wood Products building that evening. The committee making arrangements included Joe Klupenger, Klupenger Nursery and Klupenger Greenhouses; Ed Wood, Wood Floral Co.; Larry Underhill, Portland landscape gardener, and Ted Knapp, Ted Knapp Greenhouses.

Herwig Netter, landscape gardener, Canby, Ore., died recently in the Good Samaritan hospital, Portland. Mr. Netter, 56, was born in Saxony, Germany, and came to Oregon as a child. He willed his eyes to the Good Samaritan hospital eye bank for use in corneal transplants. C. H. P.

F. O. PETERS RETIRES

Fimmo O. Peters, partner in Peters & Wilson, Millbrae, Calif., retail nurserymen since 1934, announced his retirement July 31 because of ill health. With James Wilson he formed the nursery alliance

FAFARD

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humus

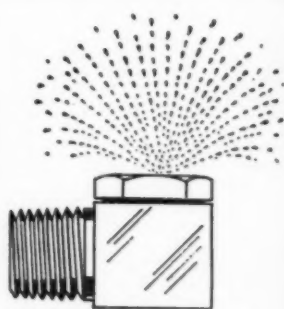


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Pictured above is the Monarch fig. 629 nozzle. It has 1/4-in. male pipe thread and throws 3.8 gallons per hour at 40 lbs. It is the core of the most efficient outdoor propagating system, as well as greenhouse humidification.

5 nozzles, postpaid	\$ 5.00
12 nozzles, postpaid	11.00
100 nozzles, postpaid	80.00
Tork 24-hour on/off clock	10.95
Tork cycling clock, 1-minute or 30-second adjustment	23.95
Solenoid valve, 110v 3/8-in.	23.00

Also strainers, larger valves and other types of nozzles. Booklet upon request, showing many uses for fog.

Postage prepaid—check with order, please. Satisfaction guaranteed.

Mist-O-Gation, Inc.

Dept. A

Middletown, Del.

which has developed into one of the San Francisco peninsula's largest retail nurseries.

Mr. Peters intends to rest for a short while and then to spend some time traveling and visiting his family and friends in his native Holland. Mr. Wilson announces that there will be no other personnel changes and that the policies of the nursery will remain the same. W. B. B.

HOWARD CAREER TOLD

The career of Paul J. Howard and the development of Paul J. Howard's California Flowerland, Los Angeles, were recounted recently in a feature article appearing in the Santa Monica Evening Outlook. Mr. Howard, who remembers driving a team of mules down the dirt streets in the center of Los Angeles, is the son of one of the city's pioneer families. When he was 14 he began working with his brothers Arthur and Fred in a landscaping firm now known as Howard & Smith, the report states.

Some time later he purchased land at Third and LaBrea streets (then the outskirts of town) and started his own business. With the city growing up around him in 1940, Mr. Howard moved his thriving nursery and landscaping firm to a 40-acre site on National boulevard, at Barrington avenue, which was at that time a dead end surrounded by open fields.

Original Plans Changed

His plans for the development of the property, including a botanical garden, model farm and restaurant, were altered, however, as Los Angeles began another phase of expansion after World War II. Barrington avenue was extended, and sections of the nursery land were converted into a subdivision and a shopping district, both planned by Mr. Howard. Sufficient acreage for the operation of his still growing business was retained about the large octagonal main building, a revolutionary structure for its day, according to the newspaper article, and now a landmark of western Los Angeles.

A complete garden center is maintained in the 8-sided nursery headquarters, along with a gift shop. Some of the award-winning hybrid rose varieties developed by Mr. Howard are displayed in the octagonal flower beds on the grounds. Further development of the firm's landscaping and hybridization operations continues under the direction of Mr. Howard and his daughter, Mrs. Carol Howard Harrison, executive vice-president of the nursery.

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- Pratt's Liquid Rose Spray
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Nurserymen proved it last year — and they'll do it again this year.

PARA-SCALECIDE gives you the safest and simplest way to control borers on fruit trees, shade trees and ornamentals.

Just dilute with seven parts water and apply to affected parts with a paintbrush or force-feed oilcan. For peach borer pour around the base of the tree.

One application does a thorough job for the season. Safe to use on both young and old trees.

Para-Scalecide will give you better borer control — with a saving in time and money. And it will do the same for your customers — so sell it to home gardeners and orchardists for good steady profits during the borer season.

	Retail	Packed	Dealer
½-pint bottle	\$0.85	12 to case	\$ 6.12
1-quart can	1.69	12 to case	12.17
1-gallon can	3.98	6 to case	14.33

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STAN SAYS

Rabbits

As winter approaches, it is well to be prepared for rabbits, since they can cause considerable damage. If chicken wire is used, be sure to have it high enough; when snow is deep the rabbit can eat above the wire. I am told by a Russian that before winter sets in in that country, growers go out and cut branches of wild or inferior apples and place them in or near plants that may attract rabbits. The rabbits will eat all the bark off these cut branches and in many cases will not touch the good trees. It has been said that there is a slight chemical change; newly set apple trees or newly cut branches attract rabbits.

Rabbits eat verbenas, roses, rubrum lilies, Dutch iris and crocus, but not hyacinths.

Winter Damage on Taxus

Homer Thornton, Thornton Nurseries, Conneaut, Pa., reports winter damage to *Taxus media brownii* and other varieties of *T. media*, *wymani*, *wardii* and *pyramidalis*. *T. densiformis*, which is an excellent type of spreader, was included in Mr. Thornton's report, and I also have a report that it was damaged from L. H. Vocke, Tipp City, O. Mr. Vocke thinks *T. media* No. 8 is better than *T. densiformis*. Conditions that caused this damage (at least in western Ohio) were a temperature of 28 degrees Fahrenheit before Thanksgiving and then, about four days after Thanksgiving, temperature below zero.

One nurseryman told me that at the end of winter he walked up and down rows of yews and found three or four plants in a row injured, whereas the next few plants were not affected. Particular soil conditions (moisture content and heavy or light soil) evidently were partly the cause of the damage or lack of damage to plants.

No one is going to stop growing any particular variety of yews because of winter damage. The momentum of demand for good yews will keep up as long as the nation is prosperous.

Liquidambar Styrciflua

Anyone motoring from the north to Florida sees *Liquidambar styraciflua* (sweet gum) growing wild on either side of the road in the swampy sections of the Carolinas and

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Georgia. The question is, did too much of this southern blood get into the stock that is grown in the north? A nursery at Painesville, O., and another at Cooperstown, Pa., both reported winter damage on this tree. At Pittsburgh I have seen no winter damage to newly set sweet gums or ones that were planted 60 years ago. I find that the rough seed balls are one of the liabilities; they fall in June and early July. Large (5 to 6-inch diameter) trees that were set out in the downtown sections of Pittsburgh usually grow only four to six inches a year.

In metropolitan districts it would be a most commendable deed if the garden clubs would stop their flower arrangement activities long enough to make a real contribution to the over-all civic education on their wealth or lack of trees. This information could be turned in to the garden center and a compiled list would soon show where the largest oak is located, the largest linden or any other tree being inventoried.

Betula nigra (black birch), a native of western Pennsylvania, makes a nice-shaped tree. Since one always associates white bark with a birch, it is difficult to adjust one's self at first to this tree. The trees I saw were thriving on a clay-loam hill.



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Long Island Landscape Meeting

By Robin Todd

The amount of local winter injury, a standard warranty and current insect problems were the varied topics discussed at the recent landscape contractors' division meeting of the Long Island Nurserymen's Association. Forty-odd members participated in a good discussion on these subjects, led by the chairman, Donald F. Pollitt, of Landscape Associates.

An interesting discussion was held on labor unions, how they affect landscape contractors now and how they can be expected to affect landscape contractors in the future. There seemed to be an open-mindedness on this subject, possibly because there are no immediate pressures, either for or against unionizing.

There was only a little discussion on the latest effects of winter damage on nursery stock, both financially and in public relations. Apparently many species of questionable hardiness were affected locally, such as *Ilex rotundifolia*. Even old stand-bys like euonymus and Japanese black pine suffered severe losses. This subject is of great importance to the group, and the members hope to go into the subject more thoroughly in autumn, to give reminders to all contractors, at least by next November.

Current Insect Problems

George Runge, of the Nassau county extension service, gave a talk on the control of insects that are present at this season. He showed enlarged Kodachrome slides of close-ups of the insects.

Mr. Runge reported that the black vine weevil has emerged. This insect is sometimes called the taxus weevil. Only females, which cannot fly, are present. He suggested treatments of dieldrin, chlordane and DDT and recommended that all



Donald F. Pollitt, Brookville; George Runge, Mineola; Robert Gettinger, Merrick, and George Thurman, Bayside, speakers at recent meeting of landscape contractors' group of Long Island Nurserymen's Association.

landscape contractors sell grub-proofing of ornamental beds, as the pest is widespread in the area.

The rhododendron lacebugs overwinter in eggs, and now the adults are sucking out juices, causing a discoloration of the leaves. He recommended the use of malathion for their control.

Bagworms are quite prevalent in all kinds of nursery stock; the host

range is broad, including maples, arborvitae, grass, etc. The female is always found in the bag and never leaves it now. DDT should be applied when the bags are small, or small infestations may be picked and burned.

Another major problem of the area is the birch leaf miner. He suggested three sprays, using either lindane or malathion. The sprays

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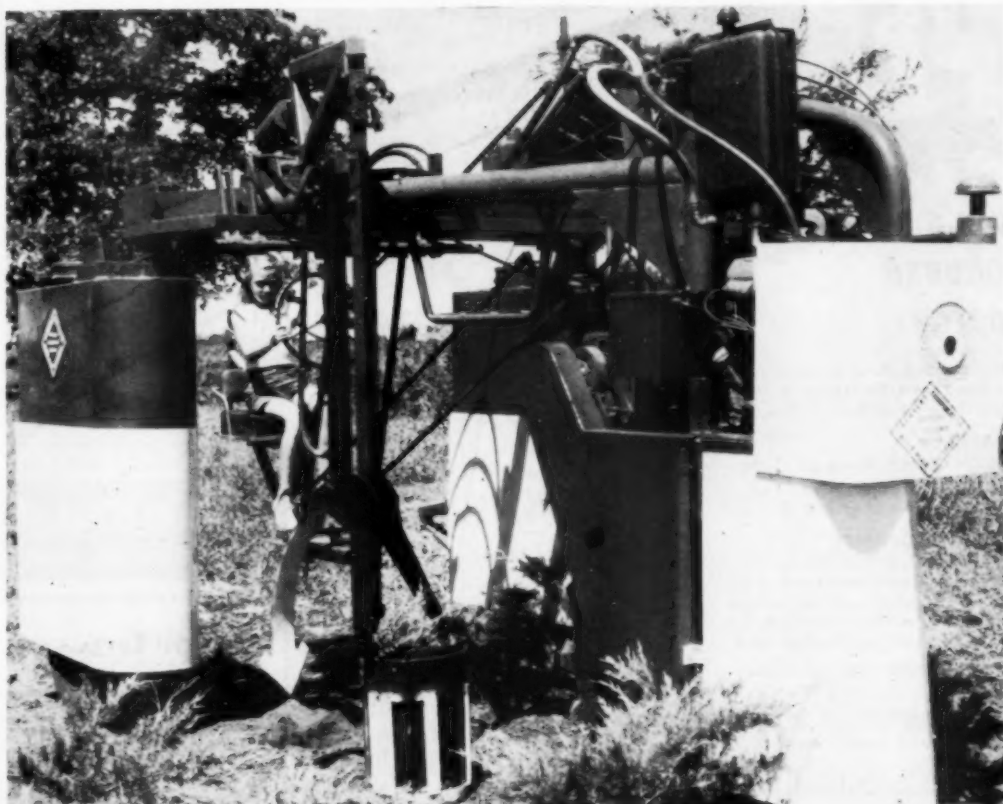
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should have been started May 5 to 15, with the second June 5 to 15 and the third June 10 to 22, depending upon the emergence of the flies.

Mr. Runge showed one slide comparing the peach tree borer with the lesser peach tree borer. These can be controlled by the use of borer paste, squirted in each individual cavity caused by the borer. He recommended that all trees be wrapped with burlap and that all wounds be painted after each pruning operation.

Chinch bugs can become pests in lawns, especially bent grass lawns. There is some reason to believe that

they have developed a resistance to dieldrin and chlordane. Therefore, if these pests are not killed by normal applications of these insecticides, Mr. Runge suggested that malathion be used.

Lawn Grubs

Grubs in lawns are becoming less of a problem. Chlordane and dieldrin give control of the grubs for up to 10 years. Mr. Runge suggests that this grub-proofing be done not only on the lawn area, but that the ornamental beds also be included, for control of the taxus or black vine weevil.

Mushrooms were cited as another perennial problem of lawns. They are not due to acid conditions. In most instances, they are associated with an old stump or some other form of organic matter in the lawn area. If this matter is removed, the mushroom problem is generally solved. If not, the contractor should remove the mushrooms as they appear.

Earthworms may cause considerable injury to a lawn area. They do not eat the grass, but separate the grass from the soil, making the lawn spongy. The recommended control is chlordane at the rate of four times

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the normal grub-proofing recommendation.

Standardized Guarantee

An attempt to standardize a warranty was discussed by the landscape contractors' group, in the hope of its adoption by the Long Island Nurserymen's Association.

Whatever is adopted, it was felt that the warranty should not be merely placed on the billing forms used by members of the association, but should be included in all dealings prior to the billing in order to legalize and bind it. It was felt by some that a standard warranty would prevent customers from shopping around, but probably would not sell any particular job. The idea would be to adopt a minimum, so that each individual member might be freer in his dealings in specific cases.

Several contractors present felt that the warranty should be more liberalized and that members should charge enough for the original planting to cover replacement of the few plants that might die at a later date. Other nurserymen said that, when checking their records, they found that they had had to make only a 2 to 2½ per cent replacement of nursery stock from year to year.

Since Chairman Pollitt thought there was a split decision of those members who were present, no vote was taken, nor anything definitely decided upon the subject.

The Long Island Nurserymen's Association is preparing to launch a promotional program in autumn as a result of the June meeting, held at Westbury, N. Y.

Dick Papenhausen, Lindenhurst, secretary of the retailers' division, outlined the program. It will utilize newspaper advertising and public relations of various sorts, and an insignia will be adopted for use as identification tie-in associated with advertising, nursery billboards, letterheads, truck signs and displays. The entire membership voted an assessment of the membership, based on a full or like amount of the present dues, to be paid by August 1 to finance this program.

President George Hren, Huntington Station, will appoint a committee to prepare a budget and a detailed plan for utilizing the fund. Then the plan and the budget will be submitted to the membership and, with its approval, the promotional program will be launched.

The purpose of the program is to promote the sale of nursery stock through members' outlets and also to attempt to raise the standards of

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the nursery profession in the public eye. The fund might be supplemented through donations from interested organizations.

Robert Brewster, of the Suffolk county extension service, asked that the nurserymen promote their nursery stock at an extension consumers' day, to be held October 14 at the Bay Shore memorial hall. The theme of the exposition is "The Public Looks At Long Island Produce." At two scheduled times, one in the afternoon and one in the evening, the nurserymen might put on any type of program to promote Long Island grown nursery stock.

George Hren appointed a committee to handle the work for the extension consumers' day. The committee chairman is Louis Hindla, and members are John Newhouse, William MacRobbie, W. Eberhardt and George Hren.

Margaret Herbst gave a report on public relations. She has had articles every week for the past six years in many local newspapers. Her latest have been on fruit trees and hedges. Two special releases dealt with trees for summer shade and flowering shrubs for landscaping. These articles now appear in the New York Daily Mirror. She has continued to send out division meeting notices and to give out credit information for members of the L. I. N. A.

A brief report of the Long Island Horticultural Foundation was given. Fertilizing, irrigation and soil media for nursery stock are all undergoing trials by two students each year, supported by this organization's fellowship. In the propagation of nursery stock, they now recommend that all softwood cuttings be misted; that green wood cuttings be propagated in vapor-proof cases, and that matured wood cuttings need no special equipment, except the propagating house itself. The conclusions drawn from their experiments indicate that green wood cuttings would include *Acer palmatum*, *Azalea kurume*, *Cornus florida*, *Cotoneaster horizontalis*, *Ilex opaca* and *aquifolia*, magnolia species, *Pieris japonica*, *rhododendron* hybrids and *viburnum* species.

WINNER of the flower show trophy for the best exhibit in the professional nursery class at the Sonoma county fair, in California, was Mann's Nursery, Petaluma.

OPENED recently were the Pacific Beach Gardens, at Pacific Beach, Calif., by Peter Millenaar and John Ortuty, Jr.

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Refrigerated Storages

Reported by Kenneth Bradley

Nurserymen who plan to construct a building suitable for refrigerated storage should not do so without expert instruction, cautioned George Harris, Princeton Nurseries, Princeton, N. J., when he spoke on "Cold Storage" at the annual short course for nurserymen held at the University of Connecticut, Storrs. He advised consultation with an engineer, particularly on the choice of proper insulation, because much of the material, especially the cheaper types, is unsuitable. The chief problem is that the insulation material will absorb moisture unless it is properly sealed. Many insulating materials, however, cannot be sealed, and as soon as these become wet, they cease to be insulation.

In outlining operational costs, Mr. Harris described a refrigerated storage room 80 feet square and about 20 feet high, which is operated for about \$2.29 per thousand cubic feet per month. This, he stated, is a nominal sum considering the benefits derived.

He related that the refrigerated storage at Princeton Nurseries is used principally for deciduous material, excluding large trees, which would occupy too much space for the present facilities. For deciduous material that has been properly matured before it is dug, a temperature of 33 or 34 degrees Fahrenheit has proved satisfactory. It is essential to maintain a humidity in the storage area of 90 per cent or possibly a little over.

Stock Ripening Important

Mr. Harris emphasized that it is important that deciduous material be thoroughly matured and ripened before it is placed in the refrigerated room and that all the foliage should be off, because foliage will break down at temperatures of 33 or 34 degrees.

As an example of storing perennials under refrigeration, Mr. Harris cited the practice of Buntings' Nurseries, Inc., Selbyville, Del., where strawberries are stored by the millions. These plants are dug in the fall, packed in cases similar to orange crates and stored at temperatures of 31 degrees F. or lower. They also must have a humidity of 90 per cent or slightly over.

An interesting fact brought out by Mr. Harris concerned the length of time this type of perennial plant can

be stored satisfactorily. The strawberry plants are dug in the fall and stored through the winter, spring and summer. In August, when many of the commercial fruit growers want to plant strawberries, these plants are taken from the storage, put through a warming-up period for a day or two and are then shipped and planted.

Ninety-nine per cent of them will grow better than other plants which were dug up the same day that they were transplanted. Mr. Harris cautioned that in storing this type of stock, one must maintain a temperature of 31 degrees F. or less to avoid the breaking down of foliage and to control mildew or fungus growth.

Chase Nursery Co., Inc., Chase, Ala., grows many thousands of Mag-

nolia souleangiana annually. It is necessary to place these plants in cold storage in the fall or winter to hold back the buds until delivery can be made to northern customers.

A few years ago, several plants were left in the cold storage over the summer and were planted out the following spring. The largest plant in this lot had been left 18 months in storage; it grew and flowered to perfection. This would seem to indicate, suggested Mr. Harris, that refrigerated storage, with temperature and humidity correctly maintained, has a much greater potential use than nurserymen are currently making of it.

Mr. Harris also pointed out that the use of refrigerated storage can be of great value in extending the selling period for such plants as early spring azaleas and magnolias. These are placed in cold storage in early spring and may be held until about 10 days before the garden center operator wants to have them in bloom



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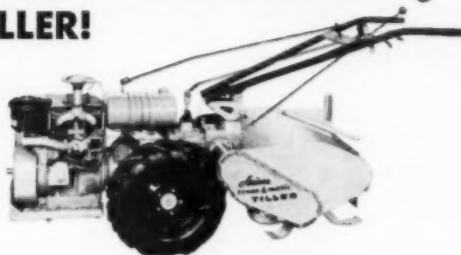
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in his salesyard. When these items are in bright bud or flower, they are traffic stoppers and will attract more people into a sales area over a longer spring selling period, even into June, thus adding to the profits of the business.

Mr. Harris next explained that the first cold storage facility at Princeton Nurseries was built for the sole purpose of storing planting stock, including seedlings, grafts, hardwood cuttings, small evergreens and anything else to be planted in the field in the spring. They find that stock that is stored at about 34 degrees F. with 90 per cent humidity may be kept until the midsummer if necessary.

These plants come out of the storage in a strong, rugged condition and will "break" uniformly—growing, in general, much better than plants that have simply been heeled in or kept in an unrefrigerated cellar. Mr. Harris cautioned growers, however, that when stock from refrigerated storage is not planted out in the field until May or June, there must be ample moisture in the ground. It may be necessary to do some irrigating after the plants are planted, so that they do not dry out.

The speaker also noted that refrigerated storage may be used to

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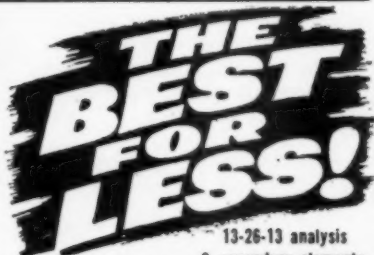
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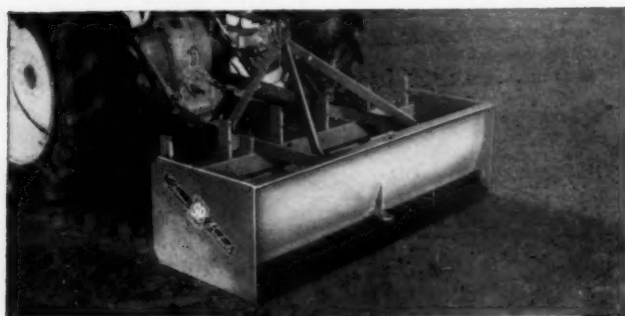
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advantage in situations in which spring landscape planting jobs have been delayed until the plants still growing in nursery rows have developed new, soft growth. These plants, when dug and stored at 40 degrees F. for two or three days, will stiffen up so that the new, soft growth does not have to be lopped off when the plants are set out. This leaves the new planting with a much more attractive appearance.

Maintaining Humidity

One point Mr. Harris was emphatic about was that material should not be sprayed with water when it is placed in refrigerated storage; instead, floors may be sprinkled to help raise the humidity. When stock is bundled and stacked, small branches are so close together that water applied directly to the plants may collect between them and create an undesirable water-soaked condition.

Mr. Harris said that it was relatively easy to maintain a humidity of 90 per cent in a building that is correctly constructed to permit no change of air from the inside. He added that the best way to increase humidity is through the use of atomizing nozzles placed in front of each diffuser fan in the refrigerated area, so that mist can be blown throughout the room. Diffuser fans should be placed to provide complete circulation. Dead corners—those without circulation—should be guarded against, since the temperature in such places tends to be 2 or 3 degrees higher.

In answering the many questions from the floor, Mr. Harris brought out other details of refrigerated storage construction and operation. In a more detailed description of Princeton Nurseries' buildings, he said that the insulation material is four inches of compressed cork, which is sealed against the wall with asphalt. The exposed surface is painted with a coat of asphalt and plastered with a plastic-type coating. The outside walls are constructed of 12-inch concrete blocks. The external surface of this wall is painted with a waterproofing material.

In comparing nursery storage problems with those of apple storage, Mr. Harris said that some of the commercial apple growers in the Princeton area had used the nurseries' storage on a temporary basis and had found it most satisfactory. In answer to another question, Mr. Harris said that there are no windows in the storage buildings and that electric lights are used throughout.

It is unnecessary to cover the roots

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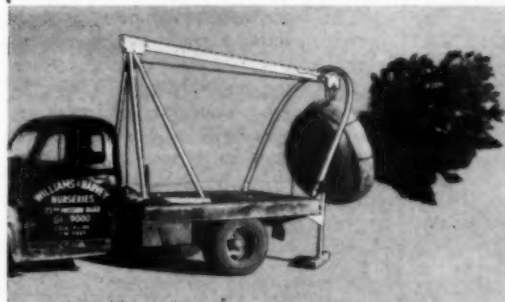
of most plants in storage if the cor-
rect humidity is maintained. Peat
may be placed around the roots of
the small material, such as planting
stock, when the plants happen to be
stored in small boxes, but for gen-
eral storage of deciduous items, in-
cluding shade trees, root covering is
not necessary.

Describing methods of stacking in
the storage area, Mr. Harris said
that the bundles of plants are not
stacked tightly in high piles. Instead,
racks are used that permit air cir-
culation around the stock, with the
size varying according to the type
of material being stored. Plants are
placed on the open rack while it
is still on the floor. After the rack
is labeled, a record of it is made in
the inventory book, and the racks
are stacked one on top of another
with a fork lift machine. In the
Princeton Nurseries' storage room,
20 feet high, the racks can be stored
four high without any difficulty. Mr.
Harris emphasized the importance
of stacking material to the ceiling to
utilize all available space.

Wall Space Kept Clear

He also noted that no plants are
stored directly against the outside
walls of the building, because there
is always some slight temperature

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variation in that space, no matter how good the insulation is. It is also important to leave this space for air circulation.

In a short discussion of storage cellars without refrigeration, Mr. Harris said that he knew of strawberry plants that had been stored in temperatures as low as 18 or 20 degrees F. with no bad effects. The important factor in such a case is to bring the plants out of a frosted condition slowly.

To a member of the audience interested in holding back azaleas, Mr. Harris said that they were kept back best when in tight bud. Even though it is possible to hold them back when they are partially flowered, there is some shock to the plant after growth has started. He added that his nursery offered customers the service of holding back azaleas and rhododendrons free of charge for a period, but that it became necessary to discontinue it, since the demand outran the available facilities.

Again on the subject of insulation, Mr. Harris answered that the floors of their storage buildings were not insulated but that he preferred concrete to an earthen floor. Since the outside weather usually is cold at the time plants are stored, the cold loss through floors has been found to be negligible in comparisons between insulated and noninsulated floors. This is true of storage buildings in which a temperature of about 32 degrees F. is maintained. For food storage, however, for which temperatures have to be maintained around zero, insulated floors would be necessary.

To a question about the storing of broad-leaved evergreens without light, Mr. Harris said that, as far as the plants are concerned, it would be possible, since they would be dormant at a temperature of 31 degrees F., but few nurserymen could afford space to store this type of plant.

MICHIGAN CONFERENCE

[Continued from page 9]

firm handshake, which make the customer feel welcome.

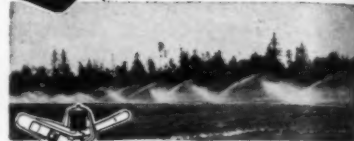
Throughout the panel discussion, Mr. Miller skillfully guided the topics and obtained a high degree of audience participation.

Planning Ahead

"Are you planning ahead?" was the title of Lloyd Weaver's address, which was next on the program.

The next 10 years are going to be highly important for the nursery industry, according to Mr. Weaver. The trends are ascertainable, not in detail but in direction, because of

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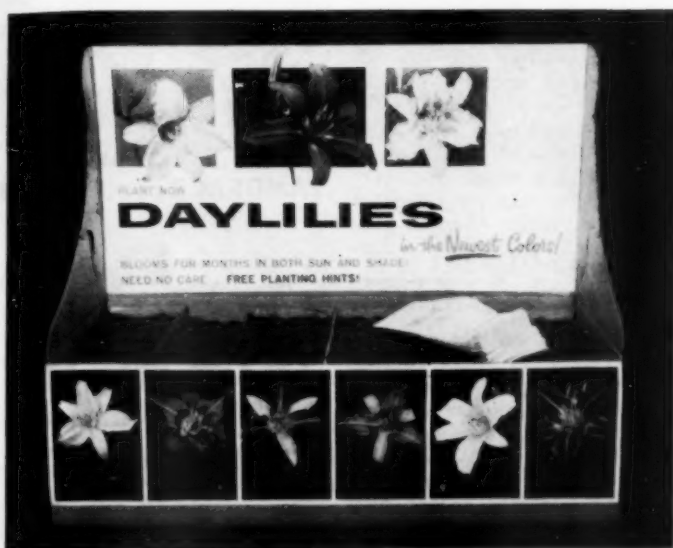
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some basic factors which are already firm. Population, for example, indicates that economic advancement will be greater than at any previous time, even greater than the boom that ran from 1947 to 1957. In 10 years, the gross national product (total national production, as measured by payments made for goods and services produced) will be around \$700 billion, as compared with about \$500 billion at present.

Employment, now about 65 million, will climb to around 80 million. People will have more spendable money, and total business profits will probably be about 45 per cent above the present level; however, the margin of profit will be as thin as, or thinner than, it is now.

A great new house building boom will show up in the mid 1960's. Currently about 1,300,000 houses are being built each year. This figure



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will reach 2,000,000 a year. Population and the number of households will also experience startling increases, said Mr. Weaver.

How will this boom affect the nursery industry? Mr. Weaver believes that land values will increase to such a degree that nurseries will be pushed to less expensive, farther-out land. He feels it would be wise to plan for this. One should determine where the population is going and purchase land, which today may seem remote, to take advantage of today's prices, rather than to purchase land at an inflated price during a boom.

Stock and Manpower Shortage

The 7,500,000 additional homes that are expected to be built during the boom will require 60 per cent more plants and produce work for 60 per cent more nurserymen than are needed today. Mr. Weaver feels there will be a shortage of stock and that there will not be enough men in business to fill these needs unless the industry plans ahead and prepares to keep pace with this boom.

The boom will mean more business for the industry, according to Mr. Weaver, if it is prepared. Nurserymen should continue to create interest in gardening and plants. They should run good advertisements to reach their prospects and offer their customers good merchandise. To contact prospects and to keep in touch with customers, nurserymen can profitably institute a weekly or monthly mailing piece, which can be a news-letter or only a postcard. Names are available to them from their files, or a list can be rented.

Because the nation faces a labor shortage, the nursery operator is going to have more trouble getting good help from now on. Skilled nursery employees will be scarce, and young, trained nursery executives, who are capable of growing with the organization will be difficult to find, thinks Mr. Weaver.

The nurseryman may well review present pay scales and benefits to make sure that they are competitive. He should try to interest young men by offering fringe benefits, allowing them to participate in profits, etc. It takes a long time to train an employee, and if that person is lost, the replacement will require an equally long training period.

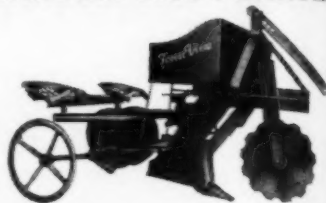
Labor Sources

To obtain capable help, Mr. Weaver suggested that nurserymen keep in touch with schools and other training agencies. They should also



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1½x1½x24 ins.	64	25 lbs.	14.00
2x2x18 ins.	72	32 lbs.	15.00
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3x3x48 ins.	16	45 lbs.	27.65
4x4x60 ins.	9	60 lbs.	38.00

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These are triangular, the long side being in natural state. Poles are strong, attractive and cost less than square cut poles.

3x36 ins.	20	40 lbs.	\$14.00
3x48 ins.	20	50 lbs.	19.95

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These are approximately 2 ins. thick, 5 to 7 ins. wide.

24 ins., 12 per carton, 24 lbs.	\$10.00
36 ins., 12 per carton, 36 lbs.	13.00
48 ins., 12 per carton, 48 lbs.	16.40

These are basic sizes. The slabs are easily cut by saw to make other sizes.

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ask their own employees for recommendations; they can usually assist and are glad to do so. If specific skills are needed, advertisements in trade papers are effective. Also, advertising in areas where there is a known labor surplus can bring quick results.

Mr. Weaver concluded his remarks with a report that the federal trade commission is endeavoring to prevent misleading advertising. As a clear-cut guide for reputable businessmen, the F. T. C. has prepared a set of rules to show what tricks it regards as a violation of the law. These rules are available to nurserymen.

In answer to a question from the audience regarding what kind of stock the nurseryman should grow to meet the forecast demand, Mr. Weaver suggested that the landscape architects in the nurseryman's area be consulted. He added that the current trend seems to be toward low-growing material.

Nematode Danger

Prof. C. E. Lewis, department of horticulture, M. S. U., introduced Dr. John Knierim, department of entomology, M. S. U., who presented his address, "Nematodes on Woody Plants," to the group after lunch. Color slides provided evidence of the stunting effects harmful nematodes have.

Although nematodes are present in almost every square foot of the face of the earth, not all of them are harmful to commercial crops. Nematodes may be carried great distances in and on the bodies of birds, fish and animals. They are transparent and are generally about 1/16 of an inch long.

Some nematodes are specific in the plants on which they feed, choosing weeds and noncommercial plants, in which case they do not create a problem for the nurseryman.

Nematodes that feed on the roots of nursery stock, however, cause extensive damage, which shows itself in stunted growth, discoloration of leaves and the dropping of leaves. They seriously disrupt the vascular system of the plants they attack.

Experimental Work

The use of resistant varieties is the best method to alleviate the nematode problem, thinks Dr. Knierim. In some instances, however, plants of the resistant variety will appear to be susceptible to the nematodes present. This condition occurs when the nematodes open

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Low-Cost Convertible

PLASTIC HOUSE

PRACTICAL! VERSATILE!
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No Paint—No Glass to Break
Prices Start at \$285.00
16' x 47'6"

SAVES LABOR: Eliminates transplanting. No ventilation worries.

GROWS BETTER PLANTS: Prevents diseases and eliminates insects.

CHEAPER than hot bed materials.

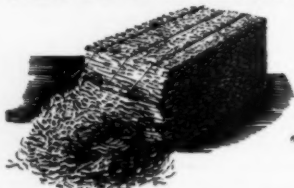
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Manufacturers & Builders of America's Finest Greenhouses

Wood Feathers

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The Perfect Nursery Packing

Manufactured by

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For Nurserymen

**DAYTON FRUIT TREE
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Ray and Kiser Sts.
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THE WORLD'S BEST — 100% SOLUBLE
Immediately Available to Roots

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"Just as 'you make'"

for: HOUSE PLANTS • SHRUBS • ROSES • VEGETABLES

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holes in the roots through which soil bacteria and viruses can enter the plants.

After Dr. Knierim's talk, Mr. Lewis introduced Dr. Davidson and Dr. Donald P. Watson, also of the department of horticulture, M.S.U., who had recently returned from a world tour. They presented to the group an interview with James Feucht, George McVey and Jack Wickle, all graduate students in ornamental horticulture at the university.

Mr. Feucht outlined the experimental work in which he is involved — air layering of conifers. He explained that while air layering is not new (Chinese have used air layering for 2,000 years), the advent of polyethylene film has aroused new interest in this process. In his work he has been successful in developing roots on Scotch pine and white spruce by the air layer method, using indolebutyric acid and 2,4,5-T as growth regulators.

At the present time his studies are fundamental. He stated that the subject requires further inquiry before nurserymen can adopt this as an economical method of propagation, as it is expensive and time-consuming at present.

His studies, thus far, of gibberellic acid and photoperiod have shown Mr. McVey that conifers do not respond to gibberellic acid. Deciduous materials do respond; however, further tests are required before this material can be recommended for commercial use.

Photoperiod, he explained, is the length of the day compared to the length of the night. He has found that many plants that respond to photoperiod conditions also respond to gibberellic acid. Conversely, plants that do not respond to photoperiod do not respond to gibberellic acid. Also significant was the fact that most of the stem and leaf growth stimulated by gibberellic acid was chlorotic.

In his work with grasses and lawns, Mr. McVey found that Merion bluegrass seeds soaked in a gibberellic acid solution for 24 hours grew to produce a denser lawn. Established lawns sprayed with gibberellic acid in the spring and fertilized produced considerably more growth, which, however, was always chlorotic.

Studies recently begun on soil moisture and container production have shown Jack Wickle that a soil mix of one-third peat, one-third sand and one-third clay is better than any other, but he feels further tests are required. He has found, too,



Oregon English Holly

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25 lbs. per carton, long	18.75
50 lbs. per carton, long	37.50

SELECT GRADE—Glossy green foliage with lots of red berries

\$6.00 per 10-lb. carton	\$55.00 in lots of 100 lbs.
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Selected shorter sprays also packed in:

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\$10.80 per carton of 12 1-lb. boxes.....	berried green.....	\$13.50
\$13.50 per carton of 12 1-lb. boxes.....	berried variegated.....	\$16.00

HALF-POUND BOXES

\$13.50 per carton of 24 ½-lb. boxes
\$16.00 per carton of 24 ½-lb. boxes

THORNPROOF TRANSPARENT BAGS

Approx. ½ lb. each—berried green, \$16.00 per carton of 25 bags

TEUFEL'S VARIEGATED HOLLY—With lots of red berries this year.

10 lbs. per carton.....\$8.75	25 lbs. per carton, long, \$21.85	50 lbs. per carton, long, \$43.70
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All F.O.B. Portland, Ore. Grown and packed by . . .

GEORGE TEUFEL'S HOLLY FARM

(More than 200 acres of producing holly orchard)

7307 W. Barnes Rd.

Portland 1, Ore.

ILLUSTRATED PRICE LIST ON REQUEST

CASH WITH ORDER, PLEASE

that when soil moisture falls below 50 per cent, plant growth is considerably reduced.

Tour Talk

Dr. Watson then related the highlights of his tour. Of particular interest was the nursery industry in Japan, where there are five large areas in which most of the nursery crops are concentrated. At Sita, near Tokyo, there are 1,200 acres of nursery crops, in the center of which there is a 5-acre experiment area concerned mainly with plant breeding and plant distribution problems. The station has 100 different varieties of Japanese maple.

Simazine herbicide is effective in most areas when properly used, said Dr. Davidson. In some cases, results have been unfavorable when too much was used. The manufacturer's specifications must be followed in order to obtain maximum weed-killing effect and to avoid plant damage. He added that taxus plantings have stood up well under all tests.

Harold E. Hicks, the Cottage Gardens, Lansing, Mich., president of the Michigan Association of report of the association's condition. Financially sound, the organization Nurserymen, presided during the

SHRUBS AND VINES FOR AMERICAN GARDENS, by Donald Wyman.

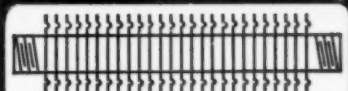
Planting guide for florists and nurserymen. **\$8.00.**

American Nurseryman

Chicago 4, Ill.

ALUMINUM SUN-FIN RADIATION

Ideal for Greenhouse Heating



**EASILY INSTALLED
IT WILL NOT RUST**

Descriptive literature and prices sent on request

SUNDERLAND PIPE SHOP
4302 Woodland Ave., Kansas City, Mo.

DOMESTIC BURLAP SQUARES

In lots of 1000 or more in each size. Per 1000

24x24 ins.	\$37.50
26x26 ins.	41.00
28x28 ins.	44.00
30x30 ins.	48.00

This should offer considerable savings to large users of domestic squares. All covers are made from vacuum-cleaned, bright burlap bags, free of holes and perfectly uniform. Samples will be gladly mailed upon request.

HARRY STOLLER & CO.

30-40 Maple St. Chelsea 50, Mass.



KILLS WEEDS

R-H Granular
Weed Rhap-20
Kills Lawn Weeds
Water Weeds
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Ready-to-Use!
Dealers Wanted

REASOR-HILL CORPORATION
Box 36 AN, Jacksonville, Ark.

DARLING'S

"Rite in the Rain"

**WATERPROOF
TREE AND PLANT LABELS**

"Rite in the Rain" labels are not just another paper label. They are made of tough tagboard and chemically treated to make them waterproof. Ordinary pencil markings do not wash off. These are longer lasting yet low-cost labels. Millions are used every year by nurserymen.

Write for samples and prices.

J. L. DARLING COMPANY
BROWN'S POINT, TACOMA, WASH.

IT'S THE MOST COAST TO COAST

The *genuine*
REDHEAD CAN SHEAR



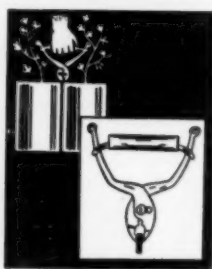
"Saves" the most.
"Lests" the most.
"Hurries" the most.
Cuts the most cans,
in the most nurseries,
everywhere! By June, '59, almost 30,000 Redheads were cutting millions of cans off plants every month.

DO YOU HAVE THIS LABORSaver?

It pays to cut *every* can before it leaves your nursery. Customers can't be trusted to knock out a plant without breaking top or root ball!

Price: 1 or 2, each, \$7.00; 3 for \$18.75, plus postage. (Package weight, 1 unit, 5 lbs.)

The *original* **HANDY-MAN GRIPZIT**



Grips one can or two. Holds on like a bull dog, yet lets go at once when you set plants down. Picks any canned plant out of a jam-packed block of

cans. Saves hours when loading trucks, yard dollies or just relocating display plants.

DO YOU HAVE THIS LABORSaver?

Price: 1 only, \$3.20; 2 to 5 units, each, \$2.90, plus postage. (Package weight, each 2/3 lb.)

From Maine south through Virginia, west through Pennsylvania and West Virginia, write A. H. GUTBROD CO., Box 96, Irvington, N. J.

From North and South Carolina, Georgia, Alabama and Florida, write COLUMBIA NURSERY SUPPLY CO., Box 5068, Columbia, S. C.

From Illinois, Indiana, Ohio, Kentucky and Tennessee, write A. M. LEONARD & SON, Piqua, O.

From Kansas, Missouri, Oklahoma, Arkansas, Louisiana, Mississippi and Texas, write VERHALEN NURSERY CO., 12140 Harry Hines Blvd., Dallas, Tex.

From Unnamed States Write to:

Ayer-Line INDUSTRIES, INC.
700 Jones St. BERKELEY 10, CALIF.

looks forward to a year of progress. The dates for the annual winter meeting, to be held at the Statler Hilton hotel, Detroit, were announced as scheduled for January 25 to 27.

Garden Center Comments

"Garden centers are a natural evolution of the Charlie Chestnut type of nursery, due in part to the influence of chain store type merchandising and the do-it-yourself trend," was the opinion expressed by Leon Christensen, Plymouth Nursery, Livonia, Mich., chairman of the special interest group on garden centers.

Audience participation of the group was lively, and many topics were discussed, including advertising and open-house sales.

Estimates ranging from 1 to 8 per cent of retail sales were reported by members of the groups as their advertising expenditures. Most, however, reported that 3 to 5 per cent was the range necessary to obtain a maximum return.

In its newspaper advertising, the majority of the group agreed that it advertised heavily during peak periods and did little or no advertising in the off season. Many had a contract with their newspapers to earn a lower base rate.

Direct-mail advertising was discussed, and the opinion that this medium enabled the businessman to gear the copy better to the clientele was expressed. Others thought that respondents to direct-mail advertising were not so price-conscious as respondents to newspaper advertising.

Several persons had used an open-house idea in their promotions and had found it successful. Advertised in newspapers as garden clinics or "Plant-A-Thon" days, these periods brought greatly increased store traffic. The time of year during which they were conducted varied from pre-season through peak season, post-peak season to late fall. In nearly all instances, gifts were given to customers.

Special Interest Groups

Ernest Durrant, Durrant Nurseries, Grand Rapids, Mich., was chairman of the special interest group on landscaping. Discussed by the group were the hardness of different plant materials in the Michigan area and the use of other species. A thought was presented that the landscape man should spend more time in discussing the customer's choice of plants and the amount of money available for the job be-

"Wearproof" **PLANT LABELS**



HEMLOCK

"TIE-ON" PLANT LABELS

Three styles—copper, aluminum, plastic. Size $\frac{1}{2} \times 3\frac{1}{2}$ in. Metal labels reinforced with strong metal eyelet to prevent wire from pulling out. Weatherproof. Permanent; can be re-used again and again. Furnished with pure copper 9-in. wires, attached or unattached. Easily marked. Other style wired labels in paper and wood.



"STIK-IN" POT LABELS

Size $\frac{1}{2} \times 4$ in. Strong, high-grade vinyl plastic with smoother surface for easy marking. Durable, long-wearing; can be re-used. Will not curl or crack. Other style pot labels in wood and metal. All plastic pot labels available in colors: red, blue, yellow, green, orange, white. Also special orchid small size available in all styles.

Write for FREE catalog listing complete line. Large quantity discounts, etc.

**SAVE MONEY — ORDER DIRECT
FROM FACTORY AT LOW
FACTORY RATES!**

NATIONAL BAND & TAG CO.

Dept. 5-254 Newport, Ky.
Manufacturers—Established 1902

big BAS-KITS
-straight sides of welded wire, poly lined. Bottoms open mesh.
1 1/2 gal. to 2 1/2 bushels
they last for years
big BAS-KITS
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BAS-KITS are Mfg. at TUCKAMONY NURSERY

JIFFY-POTS AND PLANT BANDS FOR NURSERYMEN

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GEO. J. BALL, INC.
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For a Better Stand of Grass

... use **PIXTONI**

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Get complete details from mfr.—write:
BRIDGEPORT IMPLEMENT WORKS, INC.
1483 Stratford Ave. Stratford 14, Conn.

Please mention the
AMERICAN NURSERYMAN
when writing advertisers

fore presentation of the landscape plan.

The special interest group on nurseries was attended by 45 nurserymen including some from Ohio, Indiana, New York and Wisconsin. Harold E. Hicks was chairman of the group and presided over a lively discussion of chemical weed control and fertilization programs.

The feeling about chemical weed killers among the group was either strongly for or strongly against; few were in the middle. Those who had used the products were generally satisfied with the results.

Reports on Herbicide

A nurseryman from New York had used Simazine "strictly according to directions" in beds of taxus and Japanese maple with no apparent injury and with complete control of weeds. Simazine was used too, at a nursery at Marshall, Mich., with excellent results so far, reported another member of the group.

The nurserymen who were opposed to the use of chemical weed killers felt that the problems of proper equipment, timing and safety for all plant materials had not yet been worked out for a general nursery operation.

Most of the group agreed that green manure crops, supplemented by commercial fertilizers, were the cheapest and most practical means for maintaining good soil texture and growing conditions for nursery crops. The type of green manure crop varied greatly, but rye, corn and timothy were mentioned oftenest.

The group felt that more research and recommendations should come from universities, the chemical industry and the nursery industry itself.

Christmas Tree Data

Chairman of the special interest group on Christmas trees was Paul Armintrout, Armintrout's Evergreen Nursery, Allegan, Mich.

The meeting opened with a discussion on shearing the pines used for Christmas trees. It was agreed that the Austrian pine should be sheared earlier than the Scotch pine for best results. Some species of Scotch pine react differently to shearing than others.

Many growers with shoot moth infections on their trees shear after July 1, so as to control the moth at the same time.

Many yellow pine trees have been planted in Michigan. These are now reaching cutting size, and growers are having difficulty selling them;



Why ureaform is nitrogen at its very best!

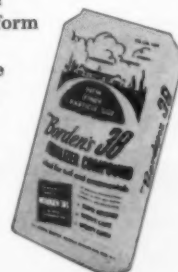
IT'S SIMPLY THIS: turf and ornamentals get a square meal of nitrogen every day. No feast or famine feeding with Ureaform. Instead s-l-o-w, steady, day-by-day "controlled release" of nitrogen nourishment the entire growing season. *From just one application!*

No wonder more and more nurseries, parks and golf clubs prefer "Borden's 38" Ureaform nitrogen for straight application or in their mixed fertilizers.

That's not all. "Borden's 38" is high analysis—a full 38% nitrogen. It's 100% safe, too—can be applied any time of year, even in hottest weather, without burning. It needs no watering in. It won't leach away. Or wash away. It's clean, pure-white—and odorless. It encourages balanced plant growth. Economical? It fits in any budget be-

cause of the time and labor it saves! Ureaform is nitrogen at its very best. No other form can match it.

Ask for "Borden's 38" by the bag for direct application—or make sure Ureaform is the nitrogen source in any brand mixed fertilizer you select. Either way, it's the most modern nitrogen you can use. It opens up a whole new and better approach to the care and feeding of turf and ornamentals. Further information on the *proved* economy of Ureaform is yours for the asking. Write The Borden Chemical Company, 350 Madison Ave., New York 17, New York.



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IT'S GOT TO BE GOOD!

LILACS FOR AMERICA, by Lilac Survey Committee. 30 species, 800 varieties. 48 p. \$1.00 postpaid. American Nurseryman, 343 S. Dearborn St., Chicago 4, Ill.

NEMADRENCH

A new soil fumigant for control of nematodes. Can be used on established plants such as roses, azaleas, etc.

Per gallon
1 gal. \$8.50
4 gals. 8.25
5-gal. cans 7.85

F.O.B. Elkton

Write for directions

EDCO CORP.

Elkton, Md.

Dutch and Domestic

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Established 1925

IMPORTERS—MANUFACTURERS

Distributors of Bird Pots,
Menne-Pots and Lerio Nursericans

J. SHORE & CO.

Chelsea, Mass.

BULLDOG BRAND, HIGHEST QUALITY, CLEAR AND BLACK

POLYETHYLENE

SIZE	QUAN. 2M to 10M SQ. FT. PRICE PER ROLL	QUAN. 10M to 25M SQ. FT. PRICE PER ROLL	QUAN. 25M to 50M SQ. FT. PRICE PER ROLL	QUAN. 50M or MORE SQ. FT. PRICE PER ROLL
.002				
4'2"x200'	\$5.46	\$5.22	\$5.02	\$4.83
8'4"x200'	9.77	9.34	9.00	8.65
12'x200'	14.79	14.09	13.55	13.03
.004				
3'x100'	3.79	3.61	3.47	3.34
4'x100'	5.08	4.84	4.65	4.47
6'x100'	7.61	7.25	6.97	6.70
8'x100'	10.15	9.67	9.30	8.94
10'x100'†	12.30	11.71	11.26	10.83
12'x100'†	14.65	13.95	13.41	12.89
14'x100'†	17.23	16.41	15.78	15.17
16'x100'†	19.69	18.75	18.03	17.34
20'x100'†	23.53	22.41	21.55	20.72
24'x100'†	28.23	26.89	25.86	24.87
28'x100'†	32.96	31.39	30.18	29.02
32'x100'†	37.65	35.86	34.48	33.15
40'x100'†	47.06	44.82	43.10	41.44
.006				
6'x100'*	11.09	10.56	10.15	9.76
10'x100'†	18.48	17.60	16.92	16.27
12'x100'†	21.20	20.19	19.41	18.66
16'x100'†	28.27	26.92	25.88	24.88
20'x100'†	35.31	33.63	32.34	31.10
24'x100'†	42.37	40.35	38.80	37.31
28'x100'†	49.44	47.09	45.28	43.54
32'x100'†	56.50	53.81	51.74	49.75
40'x100'†	70.63	67.27	64.68	62.19
12'x300'†	5.55	5.28	5.08	4.88
18'x300'†	8.31	7.91	7.61	7.32

*—centerfolded †—face slit ‡—doublefolded †—Also available in black

‡—Available in black only

Service Charge of \$1.00 per roll under 2,000 sq. ft. of Polyethylene

ORDER NOW FOR MULCHING. .0015 gauge BLACK POLYETHYLENE

SIZE	QUAN. 3M to 12M SQ. FT. PRICE PER ROLL	QUAN. 12M to 25M SQ. FT. PRICE PER ROLL	QUAN. 25M to 50M SQ. FT. PRICE PER ROLL	QUAN. 50M or MORE SQ. FT. PRICE PER ROLL
3'x1000'	12.62	12.13	11.66	11.21
4'x1000'	16.82	16.17	15.55	14.95

ABOVE PRICES F. O. B. EATONTOWN, N. J.

NOTE: In States Where State Sales Taxes are in effect, kindly include the specified tax in your remittance or furnish an exemption certificate with your order.

X. S. SMITH, INC.

P. O. BOX 272 RED BANK, N. J., U.S.A.
PHONE — Capitol 2-4600

ROOTSPRED TREE PLANTERS

Plant seedlings on rough land: Steep, stony, brushy, heavy sods, at 10 times the hand rate and with better survival.

Two models: Standard at \$365 and the M-55 at \$245 for easier sites.

Write for details.

ROOTSPRED

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THE GRAFTER'S HANDBOOK

By R. J. Garner

Covers almost every known method of grafting. Describes seedling and vegetative propagation of rootstocks, handling of scion wood, choice and use of tools. 260 p. Revised edition. (1958) \$5.75, postpaid.

AMERICAN NURSERYMAN
343 S. Dearborn St. Chicago 4, Ill.

"MISTER 100"

Patent Applied For

MIST PROPAGATION NOZZLE—finest ever developed—wide coverage—flat plane of mist. Spaced 3 ft. apart—drilled and tapped holes— $\frac{1}{8}$ -in., 1-in. or larger pipe. Sample postpaid \$1.00. Satisfaction guaranteed. Send for your sample today.

WHITESHOWERS, INC.

17514 Woodward Ave. Detroit 3, Mich.

BURLAST

POSITIVE PROTECTION

Burlap treated with BURLAST (dry powder mixed with water) resists rot and decay up to six months! Write for details.

HILL'S NURSERY

Burlast Division
Box 43, Victoria, Tex.

painting and flocking them is one way of stimulating their sale. However, this will account for only a small portion of the trees going to market.

Dry Stock

The pines have been taking over a larger share of the Christmas tree market. One of the main problems which tree retailers report is receiving trees that were cut too early and arrived on the sale lots too dry. Some retailers suggested they would like a tag on the tree certifying the date cut.

Retailers said the spruce and fir trees that have been coming from Canada, being cut early in the mountains, had shown poorer quality each year. Now, however, the landowners are beginning to shear these wild trees, and they will be improving. As the years go by, these trees will become a stronger force on the market.

Consensus was that the growers must continue to improve both quality and handling of Christmas trees if they are to continue to operate successfully.

After an outdoor chicken barbecue, which was thoroughly enjoyed by those attending, the conference was concluded with a discussion and showing of photographic slides of "Landscapes in Europe," presented by Dr. Milton Baron, department of landscape architecture, M. S. U.

MAIL-ORDER CONVENTION

[Continued from page 59]

can be worked out by the association and what can be done by private firms.

Legislative Problems

The final speaker of the morning brought the group up to date on the current postal and legislative matters. Talking on the subject was Raymond Brush, administrative assistant, American Association of Nurserymen, Washington, D. C. He stated that the previous noon the group heard De Loss Walker tell of erosion of American freedom by action of the government. The nurserymen's exemption to the fair labor standard acts is gradually being limited by administrative and court action, he said. First came the Huntsville Wholesale Nurseries case. A second case, which has been pending for some time, would determine whether or not nursery material grown by a wholly owned subsidiary and entering into interstate commerce is agricultural for the parent company as well as for the subsidiary.

LOOK! McHUTCHISON'S THRIFT SAVING PLAN

Buy Everything at One Time
And Save Shipping Charges



Some carriers now charge minimum rates based on the cost of shipping 200 lbs. You pay a minimum 100 or 200-lb. rate regardless of the weight of shipments. Order your combined needs for these items for shipment at one time and pocket the savings in freight charges.

McHUTCHISON'S

Japanese Bamboo Plant Stakes
from frequent arrivals.

DYED GREEN PLANT STAKES

Hand selected and dyed a rich forest green. Uniform lead pencil thickness. Packed 2000 per bale.

Size	Price Per Bale	Average Weight Per Bale
1 1/2-ft.	\$ 6.00	25 lbs.
2-ft.	8.00	40 lbs.
2 1/2-ft.	10.00	60 lbs.
3-ft.	13.00	100 lbs.
4-ft.	18.00	140 lbs.

SPLIT BAMBOO PLANT STAKES

for lighter staking

Packed 2000 Per Bale

Size	Price Per Bale	Average Weight Per Bale
12-in.	\$ 5.00	18 lbs.
15-in.	7.00	24 lbs.
18-in.	9.00	33 lbs.
24-in.	11.00	53 lbs.

McHUTCHISON & CO. 695-N GRAND AVE.
RIDGEFIELD, N. J.

NBS

NURSERY BAMBOO STAKES

Extra-heavy for staking trees, evergreens, dahlias and other large plants.

Size-Diam.	Contents Per Bale	Price Per Bale	Average Weight Per Bale
4-ft. 1/2-in.	500	\$22.50	90 lbs.
5-ft. 3/4-in.	250	17.50	70 lbs.
6-ft. 3/4-in.	200	17.50	95 lbs.
7-ft. 3/4-in.	150	19.00	85 lbs.
8-ft. 3/4-in.	100	16.00	90 lbs.

QUANTITY DISCOUNTS on Bamboo—

5 bales up, less 5%
10 bales up, less 10%
25 bales up, less 15%

NOTE—These generous quantity discounts apply to your total order for all types of stakes.
F.O.B. NEW JERSEY AND CHICAGO
SOLD IN BALE LOTS ONLY



New—Improved Plastic Plant Ties— Guaranteed Fade-Proof

Small — strong — almost invisible. Economical and easy to use. Packed in bundles of 250 ties for convenient use.

Size	Per Carton of 10,000	Average Weight Per Carton
4-inch	\$10.00	5 lbs.
8-inch	18.00	10 lbs.
12-inch	27.00	14 lbs.

GUARD 'N SHADE

Dutch-Made Reed Mats

Carefully woven with a generous amount of reed. Durable and easy to handle. Ideal for cold frame protection in Spring and Fall. Available in three sizes.

	Average Weight Per Mat
10 mats—6x6 ft.—\$3.50 each	25 lbs.
26 mats—6x6 ft.—3.25 each	25 lbs.

Write for quantity prices, F.O.B. Atlantic and Great Lake ports.



The amazing liquid snail and slug killer. Inexpensive—effective—easy to apply. One gallon treats over 11,500 square feet. Two applications assure control.

	Average Weight
\$12.00 per gallon	15 lbs.
5-gallon drums only \$47.50	60 lbs.

ary. The latest charge by the wage and hours division, said Mr. Brush, is that a warehouse and packing operation is not incidental to the operation of a nursery; therefore, it is a major part of the nursery operation. This being the case, the workers in the warehouse and the packing unit would be subject to the regulations of the fair labor standards act.

Mr. Brush commented on the implications of the Supreme Court of the United States decision pertaining to the taxation of interstate commerce. His comments paralleled those of Dr. Richard A. White, A. A. N. executive vice-president, which were reported in the previous issue of this magazine. The latest word about this matter, continued Mr. Brush, is that the Senate finance committee reported out of committee on August 6 a bill that adopts many of the features of the Sparkman, Saltonstall and Bush bills, with certain modifications. It grants immunity from such taxation by a state or political subdivision where the only business activities within the state are any or all of the following: (1) The solicitation of orders by such person, or his representatives, in such state for sales of tangible personal property, which orders are sent outside the state for approval or rejection.

get **EXTRA PROFITS**
every time you sell
a plant!

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tion, and, if approved, are filled by shipment or delivery from a point outside the state. This section, he said, should give relief to mail-order nurserymen and wholesale agents. The bill, he said, also gives relief to manufacturers' representatives and to house-to-house canvassers seeking sales.

Other Effects of Bill

The bill, continued Mr. Brush, will apply after the effective date of its enactment and precludes the states or political subdivisions from assessing a net income tax by a person engaged in interstate commerce if the activities of such a person in the state are confined to the activities specifically exempted by the bill. It does not bar the states from collecting such taxes if they were assessed before the date of enactment of this bill and were lawfully imposed under the constitution.

Mr. Brush said that at a meeting Friday, August 7, of trade association persons who have been interested in this legislation, it was the feeling of the group that momentum would carry this bill through the Senate. Thereupon the bill would go to the House of Representatives and be assigned to the House judiciary committee.

The most that can be hoped for now, he said, is that public sentiment will foster prompt passage in the Senate and that the bill will be taken up in the House without further hearings.

Turning to postal legislation, Mr. Brush mentioned the bill passed earlier on odd sizes and shapes of catalogs, which lowered the 6-cent minimum postage set on catalogs exceeding 9x12 inches to 3½ cents. A survey of the impact of the third-class mail rate increases on small businesses will be undertaken by the census bureau for the post office department and small business administration. Mr. Brush urged the nurserymen to cooperate if they receive a questionnaire in the mails or are selected to be interviewed personally. The bill to repeal PL 199 on size and weight limitations of fourth-

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Cut your costs
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One Brillion Landscape Seeder and one man can do up to 40 man-hours of hand work in just one hour.

And what a job it does... whether a pure seeding or a mixture, each seed is as if you placed it by hand, positioned at just the right depth and pressed into firm contact with the soil.

Brillion gives you sturdy, near-perfect stands, even under conditions where hand-sowing often fails. Ideal for small residential jobs or large acreages and right-of-ways. Works close against foundations, fences, walks.

A precision machine that lasts for years. Straight pull or 3-point hitch models... seeding width-5'4".

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WM. A. JOHNSTON

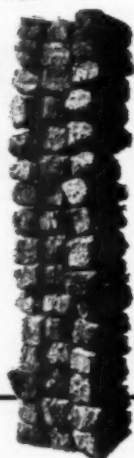
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SPRINKLER IRRIGATION
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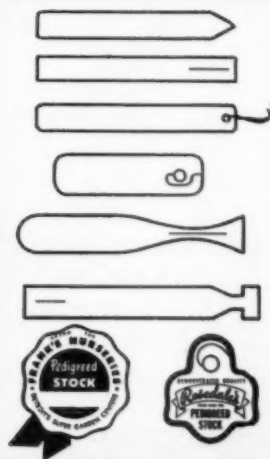
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class mail has incurred strong opposition from the Railway Express Agency, railroads and unions, reported Mr. Brush, and even though nurserymen are exempt from the restrictions of PL 199, they have been forced to pay higher rates brought about by the law.

Survey of Mailings

The final subject discussed by Mr. Brush was the mail-order map displayed at the rear of the meeting room. He explained that the infor-

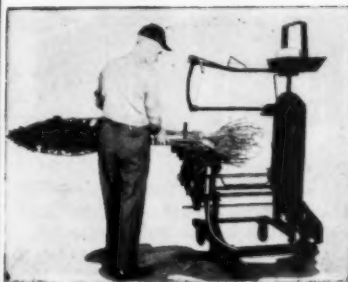
mation compiled from 70 per cent of the members of the N. M. O. N. A. showed that 56,000,000 mailing pieces, having a postage cost of more than \$1,500,000, plus nearly \$1,000,000 more for other mailing expenses, were circulated last year. This included 36,000,000 circulars and 20,000,000 catalogs. Per 1,000 population, an average of 326 catalogs or circulars were mailed in the United States, with the Plains states, which include the seven states extending south from Minnesota through Mis-

souri, having an average of 785 per 1,000 population. The five Great Lakes states were next with 486, and the five Rocky mountain states of Montana, Idaho, Wyoming, Colorado and Utah, were third with 356. Per \$1,000,000 of personal income, an average of 157 catalogs and circulars were mailed in the United States, with the Plains states again leading and being followed by the Great Lakes and Rocky mountain states.

The necrology report was then

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read by Fred H. Kilner, managing editor of the American Nurseryman. Following, the change in the bylaws concerning the composition of the nominating committee, as previously mentioned, was adopted. The last action of the convention was the election of new officers as previously reported. The retiring president thanked Ted Korves for his fine work as chairman of this year's program committee and then adjourned the convention.

SYSTEMIC FUNGICIDES

Certain systemic fungicides, or materials which are taken up by the plant when applied to the foliage or soil, are showing promise against cherry leaf spot and apple scab, according to Cornell University plant disease specialists at the New York experiment station at Geneva.

A brief review of these findings appeared in the station's quarterly publication, Farm Research.

Control of cherry leaf spot with systemics has been achieved in greenhouse tests with Montmorency trees receiving foliar spray treatments. Various derivatives of an antibiotic known as Acti-dione were sprayed on the foliage, absorbed by the leaves and translocated to new growth, which they then protected against infection by the leaf spot fungus.

One of the derivatives when applied to the soil was taken up by greenhouse cherry trees and provided protection against the leaf spot fungus with which the trees were inoculated within three days after the soil treatments.

Considered Aid to Nurserymen

At present the systemic control of cherry leaf spot with foliar applications is believed to be of more immediate aid to nurserymen, but possible effective use in bearing orchards is being investigated.

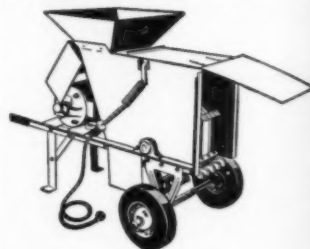
Both orchard and greenhouse tests have been made for apple scab control with salts of a chemical known as dodecylguanidine, one of which has received the trade name of Cyprex. The action is described as local because it is largely due to leaf absorption and penetration rather than translocation from leaf to leaf.

The uptake of the chemical by the leaves is exceedingly rapid, say the station plant disease men. Leaves sprayed with the material on the undersurface and then washed 15 minutes later before the spray had dried absorbed enough of the chemical to protect the unsprayed upper surface of the leaves against the scab organism.

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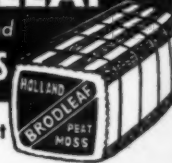
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scab in the orchard tests each year has been attributed to the combined effect of protective, eradivative and local systemic activity of the fungicides.

AZALEA LEAF SCORCH

Sprays of Dithane Z-78 and Zerlate both gave adequate control of septoria leaf scorch of azaleas in tests conducted by the University of California and reported in a recent issue of California Agriculture by R. D. Raabe and John V. Lenz, of the university staff. The fungus, Septoria azaleae, causes irregular, angular brown lesions on infected leaves, resulting in almost complete defoliation of those plants that are severely infected.

Spray materials used at the control plots established at Eureka, Calif., were Zerlate, captan, karathane, Phygon XL, Fermate, Omazene, Dithane Z-78, Manzate, Dithane D-14, Vancide 51, Puratized Agricultural Spray and ammoniacal copper—all being applied at concentrations specified by the manufacturers. The Puratized Agricultural Spray was dropped from the tests, however, when it caused severe burning in a preliminary trial.

Plants were given five sprays at 10-

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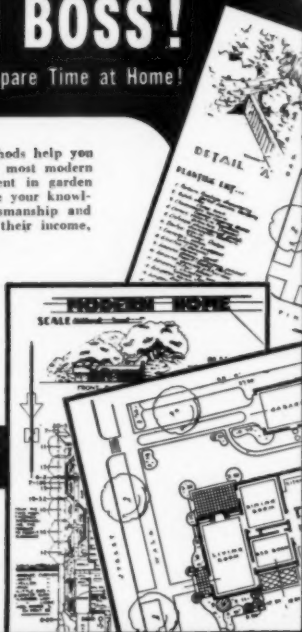
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day intervals following a pinch in the fall and five sprays at 10-day intervals following a pinch about February 1. Plants sprayed with ammoniacal copper during the regular nursery spraying were used as check plants.

In June, 10 plants of each treatment were examined and the number of leaves having lesions were counted. Dithane Z-78 and Zerlate gave the least number of infected leaves (five and seven, respectively). Ten-plant groups sprayed with the other fungicides revealed up to 25 infected leaves, but were considerably better than the check plants receiving only ammoniacal copper. These had 150 infected leaves on the 10 plants examined.

In addition to this, 10 plants from each treatment were graded according to size in September. All fungicides tested gave better plants than those in the check group. Another fungicide, Dyrene, is being tested in continuing studies of the disease. Dyrene has given excellent control of azalea leaf scorch but seems to cause injury on some varieties.

ATWATER ANNIVERSARY

A diamond anniversary is being marked this year by Atwater Nurseries, Inc., Agawam, Mass. The firm was established in 1884 at Collinsville, Conn., by C. W. Atwater, who purchased a 2-acre tract there from his father.

In 1909 the nursery was moved to Agawam, where Mr. Atwater purchased 10 acres, necessary because of expanded operations and labor and shipping problems. Subsequent purchases have added to the property. Mr. Atwater was joined by his son, Harold C., in 1913, and the partnership continued until the senior Mr. Atwater's death in 1939. At that time Mary L. Atwater became a partner, continuing until her death in 1944. Harold C. Atwater then bought out the other heirs and became sole owner.

The firm is now incorporated, and the founder's son serves as president, with Harold C. Atwater, Jr., treasurer.

SALE of its Clear Spring property, on which its Old Trail Plant Shop has been located, has been reported by Towson Nurseries, Inc., Cockeysville, Md. Eighty-three acres were involved in the transaction.

EMPIRE NURSERY, a wholesale and retail firm, was recently established at 2656 Brown road, northeast, Salem, Wash., by Joe and David Palodichuk.

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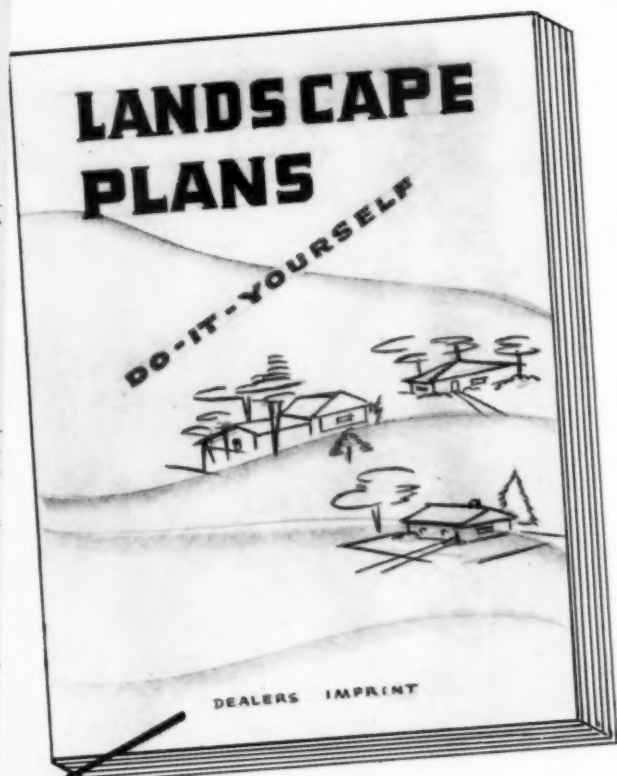
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